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Attempt to curb takeover spree in US

THE US Justice Department is bringing legislation before the new session of Congress which could put a damper on the fever of bid activity among US companies, thwarting the ambitions of big European companies like GEC, Siemens and Philips, and also curbing the takeover spree at major US companies like Xerox and ITT.

The suggestion is that mergers between two companies with either combined assets or combined annual sales of more than \$200 million, where both have assets or turnover of over \$100 million, should be banned.

Deals just completed or in progress which would have fallen foul of the measure in-

clude GEC's proposed acquisition of office equipment manufacturer A. B. Dick, while ITT's acquisition of Quimby would have been on the borderline, since the latter was mainly in the defence field, while Bunker Ramo sales are about \$41 million.

Although passing of the legislation, at least in its present form, is by no means assured, the threat that it may be enacted is likely to lead to a further upsurge of bids from the giant US and European corporations in an effort to beat the ban. It could also lend weight to speculation that Gen-Cross, GEC's company hunter in the US, may shortly resign from the small San Diego subsidiary which he heads.

To acquire Bunker Ramo at some stage following its purchase of 20% of BR stock (CW, January 11) would not be affected, since Fairchild does about \$500 million a year, mainly in the defence field, while Bunker Ramo sales are about \$41 million.

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NEWS IN BRIEF

Training in micros vital

SPECIALIST training in microelectronics is essential, not just for engineers and technicians but also for managers, administrators, and office staff, according to Gordon Oakes, Minister for Education and Science. He reiterated the government's commitment to improving teaching in this area, initially by a national programme to improve awareness in schools and colleges.

Oakes was speaking at a conference at Middlesex Polytechnic on 'Technological Change and the Future of Work'. He said the government was already taking steps to improve the supply of teachers in mathematics, science, craft design, and technology, and was urgently studying the need for in-service training to improve, among other things, teachers' appreciation of the potential of microelectronics.

Equal rights

THERE is a danger that women employees can be discriminated against by firms introducing new technology, according to the Technical Staff Union, TASS. The union, which is launching a campaign for equal opportunity in training, claims that employers can prefer to retain men rather than women because women are less likely to stay in their jobs.

LACES at Gatwick

THE extension of the London Airport Cargo EDP Scheme, LACES, at Gatwick Airport (CW March 9, 1978) is now complete. LACES facilities include online duty and revenue calculation for HM Customs, and its users at Gatwick include four airlines and six forwarding agents.

Pay parity sought in PO strike

AS part of a co-ordinated plan to win pay parity with white-collar engineers, computer staff in the Post Office's data processing service staged a one-day unofficial strike on Monday at PO head offices in London and Cardiff.

About 600 staff, members of the SCPS, which represents executive grade civil servants, were involved in the stoppage. Their successful action consisted mainly of halting the flow of customer record information and mail into the offices. PO engineers entering the Kensington computer centre in London also had to face SCPS pickets.

"We are in discussion with the SCPS on their claim," he said.

The SCPS spokesman explained: "The type of action we could take would be designed not to hurt the customer, but rather the cash-flow of the PO."

"There are many ways to do this. It can be by stopping the input, output or processing of data. Key areas are stock control, Giro, and telephone billing systems. There may even be short stoppages on the Prestel service."

"After our first announcement that we intended to take action in support of our claim, the PO stated that bonus payments



Computastars is back!

CALLING all computer enthusiasts! Computers for 1979 is under way. Following the success last year of this nationwide DP user sports contest, the event is to be run again, with the final at Crystal Palace on September 29. Organised by Gordon Cairns, of Computastars Ltd, the event is co-sponsored by Wright Air Conditioning and Computer Weekly.

At least eight regional heats are planned. These will be at Birmingham, Bristol, Leeds, Liverpool, Norwich and in Scotland, with two for the London and south east, one in North London, and the other at Croydon, Surrey.

For more details contact Colin Brook, managing director of WAC's London company.

It depends what you mean by data processing . . .

A DISAGREEMENT has blown up between Digital Equipment Corp and IBM over the definition of data processing.

IBM believes that AT&T's proposed Advanced Communications Service (CW, October 12, 1978) will take the US telecommunications giant into the data processing business.

DEC believes that, as a telecommunications service, ACS should be regulated by the Federal Communications Commission.

"We have about 40 of our programmers working on System X development," said the SCPS spokesman, "and some of them teach Coral and PL/I programming to the engineers. This doesn't go down very well, as the engineers earn so much more."

"All that we are seeking is for proposals to be submitted that will give us parity with the engineers and allow us to receive the extra money in July this year when they get their pay rise."

Both companies believe that AT&T should be allowed to go ahead with the service. However, IBM believes that the service should be offered in free competition with other data

services companies. DEC believes that, as a telecommunications service, ACS should be regulated by the Federal Communications Commission.

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Services business up 26%

AN INCREASE in business of more than 20% between the second quarters of 1977 and 1978 is shown in the latest Business Monitor statistics on the computer services industry, from the Department of Industry.

The total value of billings by the industry in the second quarter of 1978 was nearly £1 billion, compared with just over £76 million in the first quarter and less than £64 million a year before.

However, the employment figures included in the statistics show that the total number of people in the industry rose by less than 7% over the 12-month period.

The staff, members of the National Union of Bank Employees, are pursuing a pay parity claim that would give them an immediate 15% with a further possible 10% later. This, the staff feel, would bring them more in line with conditions in the Midland Bank, one of the five Access banks. Results of a ballot on the form of action are expected on January 29.

• PO operators strike, back page

• Pay parity



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Briefing Micros key to Britain's future—Premier

THE Prime Minister believes that the negative employment impact of microelectronics is likely to be "very short-term" but in the long run "electronics is the best growth prospect for our industry" and within two decades all other industries will embrace electronics.

The Prime Minister and Hammond were among speakers in London this week at a TUC Industrial Strategy Conference. Callaghan told the conference that the two major challenges facing the country were to control inflation through controlling costs and through increased productivity. And he said that was the key to improved pro-

ductivity and unless British industry adopts the new technology the whole country could go out of business.

Pointing to the fact that about 700,000 jobs had been created in California's Silicon Valley, the Prime Minister said: "With our highly respected software writers and design engineers Britain could become the Silicon Valley of Europe."

He admitted that while the government had recently invested a great deal of money in

• Turi to Png 4B

• Pay parity

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COMPUTERVIEW on Planning for Automation Conference

'The destruction of jobs in the UK has been caused by a failure in investment in new equipment... we must reject the new pessimism... there is no merit in doing things less efficiently... unemployment can be caused by neglecting technology...'.

With thoughts such as these, Energy Minister Tony Benn last week provided an optimistic, forceful start to the Planning for Automation conference at the Polytechnic of the South Bank in London.

Unfortunately, by the end of the day the conference had run into the same fog of fear and confusion which has characterised much of the public debate on the "micro revolution".

The optimistic view of the impact of technology was expressed by Tory MP Ian Lloyd,

Micro fears blur the way ahead



Tony Benn
"We must reject the new pessimism."

tor of the white-collar union ASTMS, who said that information technology was unique because it was so all-pervading and would affect a wide range of industries and jobs at the same time. It would cause the elimination of certain jobs and a reduction in the overall demand for workers, particularly unskilled and clerical staff.

His view was backed by speakers from the audience who quoted examples such as the halving of the number of typists employed by Bradford Corporation after the introduction of word processing equipment, to show that people were already losing jobs because of new technology.

Sherman warned that he believed the government and Civil Service were being too complacent about the social impact of automation, as indicated by the Think Tank report.

As the day progressed, the audience divided into two camps, with one side stressing the dangers of high unemployment and the other side the inevitability, in a competitive world, of having to adopt the new technology.

However, the potential negative aspects of increased automation struck a generally more responsive chord among the audience of almost 150, as it has done in the public media.

The dangers of the "micro" revolution were highlighted by Barrie Sherman, research director

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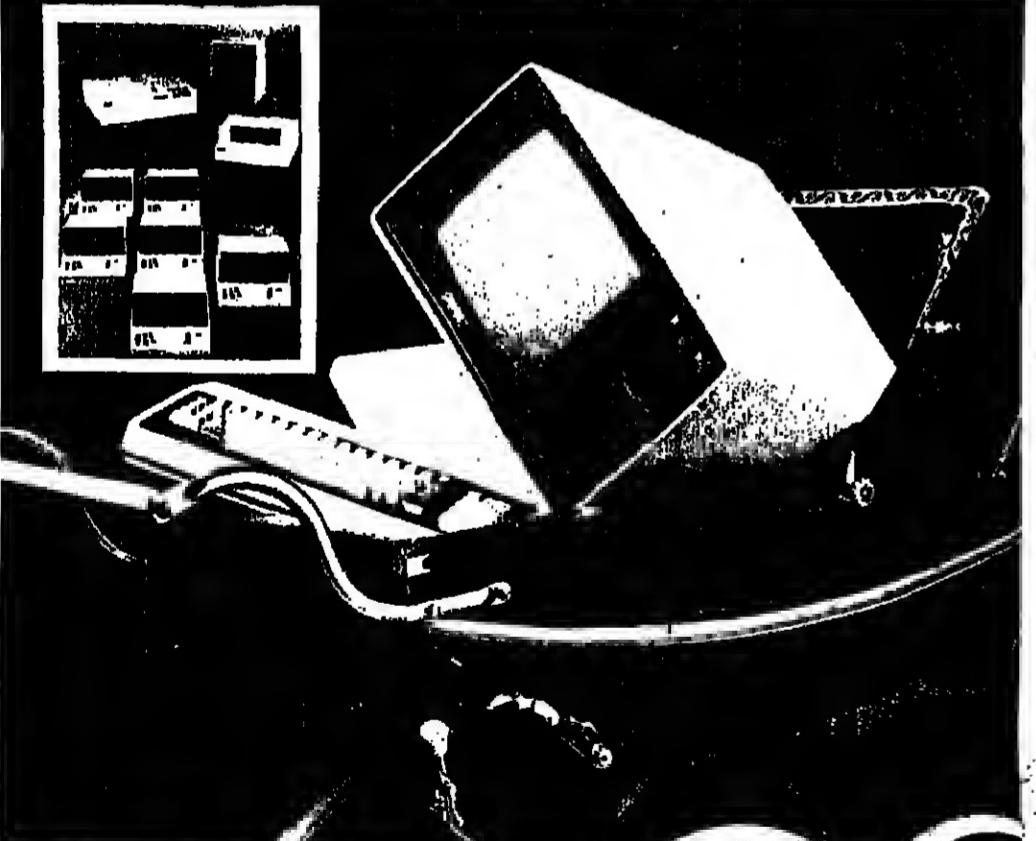
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CTL upset over withdrawal of tender for HSE mini network

DESPITE the fact that tenders for a proposed Health and Safety Executive minicomputer network are expected in the "near future" (CW, January 11), independent UK minicomputer manufacturer Computer Technology has reported that it was a front-runner for the project contract following its tender and discussions with the HSE last

developments and that would be a delay.

Because of this, says spokesman, "we decided to withdraw from the competition at what was generally available. New tenders were completely ruled out."

This was denied by the HSE, who said, "We could not have done the job and withdrawn. This is also the reason why the tender was withdrawn. At the time, we only had a telex message telling us that requirement had been accepted. We are very upset at the way this was done."

CTL tendered for three, believed to be worth £175,000, with eight medium range 8000 microprocessors.

"The HSE kept us informed of the tender," Parnell, "and we were in contact with them to find out what factors about the need absolutely had to be met before we were ready to do this."

The Central Electricity Generating Board confirmed that tenders will go out later this month, while the provision of additional

NEWS IN BRIEF

Progress in ICL dispute

PROGRESS has been made in the dispute between ICL and managers within the company who are unhappy over the terms of relocation expenses after their move from Bracknell to Slough (CW, January 11). Following a meeting of the two sides with ACAS last week,

"The company made a statement during the meeting which said that it was prepared to review, without prejudice and by April 15, the terms of our move from Bracknell to Slough. At the time, we only had a telex message telling us that requirement had been accepted. We are very upset at the way this was done."

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Sharp rises in profits and sales at Honeywell and NCR

NEWS ROUND-UP

YEAR END figures from Honeywell and NCR make it clear that IBM was not the only computer company doing booming business in 1978 (CW, January 18).

Honeywell's computer business returned operating profits of \$100 million, up 48% over last year, on turnover up 25% to \$1.294 million, benefiting con-

siderably from the surge of interest in the Level 8 mini-line. Profits benefited from a tax credit of \$19.0 million arising from CII-Honeywell Bull, in which Honeywell has a 47%

stake. Tax credit last year was \$10.8 million.

Overall, Honeywell recorded net profit up 30% at \$201.4 million on turnover up 22% to \$3.500 million.

At NCR, net profit from continuing operations was up 61% at \$194 million on turnover up 13% at \$2,610 million. During the year, the company increased its investment in research and development to \$138 million, up 20% over the 1977 figure.

LONG AWAITED breakthrough into the building society market for counter terminal systems has been achieved by Data Pathing (UK) Ltd, a subsidiary of NCR. The terminals operate online to a processor called the System 15 and each terminal has an interactive display and either a numeric only or an alphanumeric keyboard. Each terminal can also have a badge reader or an 80-column Hollerith card scanner.

COBOL 74 programs can now be run on a Univac UTS 400 intelligent terminal using a compiler that can reside on a Univac 1100 or 90 series mainframe. Compiled programs are loaded down line to the UTS 400. Univac has also introduced a magnetic stripe-card reader for the UTS 400 and a screen management

system that simplifies screen formatting and input validation.

AN ORDER worth £350,000 for 20 System Ten 220 computers has been won by ICL from Barratt Developments Ltd, a major housebuilding firm. Applications software in handle accounting and management reporting on the 220s is being developed for Barratt by MA Systems Ltd of Glasgow. The 220s will be installed at Barratt subsidiaries all over the country.

FAMILY of modular factory terminals called the 200 Series has been introduced by Data Pathing (UK) Ltd, a subsidiary of NCR. The terminals operate online to a processor called the System 15 and each terminal has an interactive display and either a numeric only or an alphanumeric keyboard. Each terminal can also have a badge reader or an 80-column Hollerith card scanner.

ALTHOUGH the Addressograph-Multigraph acquisition of Jaegard is going ahead (CW, December 21, 1978), the big office equipment company's takeover talks with Irvine minimaker Microdata have foundered (CW, November 23).

Addressograph-Multigraph, which has now renamed itself AM International, offered a share exchange which valued Microdata at about \$47 million. The offer was regarded as insufficiently generous by owners of a substantial number of Microdata shares.

MATCHING IBM's memory price cuts on the 3030 series (CW, December 14, 1978), Amindul has cut the price of main memory for its full line of 470V mainframes by 17% to \$140,000 per two Megabytes, and CPC prices by an average of 10% in the US.

A MICROPROCESSOR-based device that enables IBM 3270 terminals to interface with an X25 packet-switched network has been developed for Chrysler in the US by Associated Computer Consultants of Santa Barbara, California. Chrysler is aiming to make considerable cost savings by linking hundreds of 3270 terminals, located at dealers and depots all over the US, to its Detroit headquarters via the Telenet X25 value-added network, instead of via leased and dial-up lines.

DOPS! A reader in Reading has written to point out a bit of a boo-boo in our article on IBM Series 15, suggesting that Series 1 was intended as a challenge to a minicomputer market, he said, "This . . . explains apparent anomalies, such as poor software support and the lack of quality design."

Our reader, Mr Brig, thinks the idea of giving discounts for lack of quality and splendour, and should be promoted throughout the industry!

What we meant, of course, was quantity discount, Grovel, grovel.

Latest export news is the Abecus computers have been added to China. Sounds like Newcastle, doesn't it?

PEOPLE AND EVENTS

Directors named

Tony Staley has been promoted to the position of branch support manager for the Northern branch of Rediffon. He was previously a senior systems analyst with the company. A former programmer with Soltion Computer Services, Mike Cunliffe has joined Rediffon as systems analyst for Central Accounts North. Annetto Peach, who until recently was senior instructor for the Southern branch of the company, has become junior systems analyst for the London branch. A former programmer with Woodhall-Duckham, Sue Brett has joined Rediffon as a junior systems analyst, while Dick Henry has become senior territory manager for the South-East central accounts branch. He was previously employed by British Olivetti as a salesman in the DP division.



Keyes



Youens

OPERATORS are not only the poor relations of the computing fraternity but also of the management and technical grades in general.

Next to laboratory assistants,

they are the lowest-paid

members of that section of the work-force, according to a survey analysing wages and salaries throughout the country.

The survey — the fifth in a regular six-monthly series — is based on data from 153 small to medium-sized companies and is published by Reward Regional Surveys.

Results of the survey indicate that the national average salary for operators and senior operators is £2,777 and £3,500 respectively.

Tom Sperry, previously a support analyst with Forward Computing, one of the Kwikform companies, has joined the technical support team. Previously sales administrator manager for Kwikform, Tom Sperry has become operations manager with responsibility for both the Forward Computing installation and that of the parent company, Kwikform.

On average, the operations

manager gets a salary of £6,300 and the DP manager receives £7,000. It also confirms that programmers and systems analysts receive salaries which are substantially higher than those of

men 11.0% more, and operators' salaries rose by 10.1%. Senior operators did a bit better, though; their average salary went up by 16.5%.

The statistics are also broken down into regional analyses. The best-paid senior operators and operators are in the Manchester area, with £4,270 and £5,338. Their North London counterparts (companies in other parts of the capital did not participate in the survey) get an average salary of £4,015 and £3,321.

The worst-paid senior operators, with £3,007 per annum, are those who work at Staffordshire sites. Similarly, operators in the Wolverhampton and Birmingham areas get £2,600 per year.

A breakdown of the statistics into categories relating to the type and size of machine operated is, quite obviously, beyond the scope of such a survey. Nevertheless, such an analysis would provide some interesting reading.

National Analysis of Salaries and Wages, Reward Regional Surveys Ltd, 1 Mill Street, Stoke, Staffs, ST15

The poor relations of the industry

BERNARD ALLEN'S OP SPOT

operations staff; on average, they get £4,249 and £5,330 respectively.

Looking outside the computer industry, we find that the national average salary of a draughtsman is £3,966, while a caddy gets £3,500.

From the autumn of 1977 to that season of last year, the DP manager's salary rose by an average of 20.6%; the operations manager's went up by 15.8%. During that period, systems analysts got 16.3% more, program-

Broadening the mind with the IDPM

"AS A Civil Servant I have found that not all of the subjects comprising the IDPM examination syllabus are relevant to me."

"Nevertheless, much of it is relevant and I can see how the examinations can do much to prepare an operator for a position outside DP in addition to helping him perform his duties properly."

So comments B. Gregory, a shift leader from Plymouth who writes to Op Spot in response to an interview, concerning Institute of Data Processing Management membership for operations staff, with Ted Cluff secretary-general of the IDPM (Op Spot, December 7, 1978).

He mentions that he is a shift leader with "some years' experience" and that he has taken and passed parts one and two of the IDPM examination, and is currently studying for parts three and four.

He views the IDPM examination as a means of helping him meet his responsibilities:

"As I see it, as a shift leader, I have three main responsibilities. Firstly, I have responsibility to my family and myself to improve our situation by increasing my knowledge and efficiency and eventually gaining promotion."

"Secondly, I have a responsibility to the department which employs me. They have the right to expect me to give my best."

"Finally, I have a responsi-

bility to the members of my shift. Part of my job entails the training of my shift members in the operation of the computer equipment and offering guidance on career development. I cannot possibly do this unless I endeavour to understand my knowledge and expertise completely."

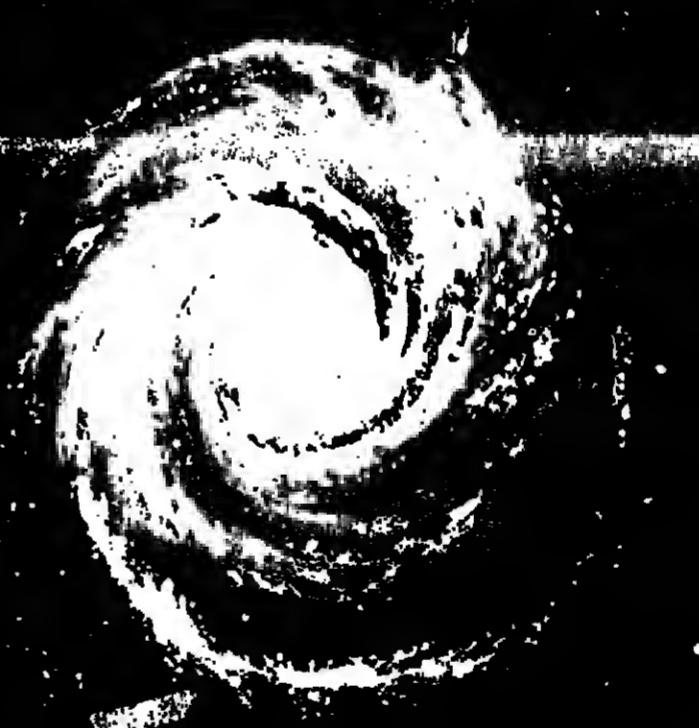
Referring directly to the Cluff interview, he adds: "I fully endorse Ted Cluff's view that the IDPM syllabus will help the operators gain a broader appreciation of both computing and the industry in general, and I would recommend this course of action to any operator seeking to improve his situation."

Well, I know many operators

who have lots of "O" and "A" levels and could easily find positions in other professions if they so desired. Instead they choose to remain in operations because they like it, and want the value of the department to be recognised. In addition, they want to be consulted when some new hardware or software is installed, and deserve salaries which reflect their value to the industry.

The IDPM wants operations staff to learn more about the computing industry. That's fine by me. But it should also educate the rest of the industry as to the true role and value of operators.

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OPERATIONS is the subject for discussion at the next meeting of the Birmingham branch of the British Computer Society to be held on Tuesday, February 8.

The occasion provides an opportunity for operators to go along and discuss their problems, interests and capabilities with other members of the committee.

The debate will be led by John Haynes, who is operations manager at the University of Birmingham and a founder member of the BCS Operations

Specialist Group.

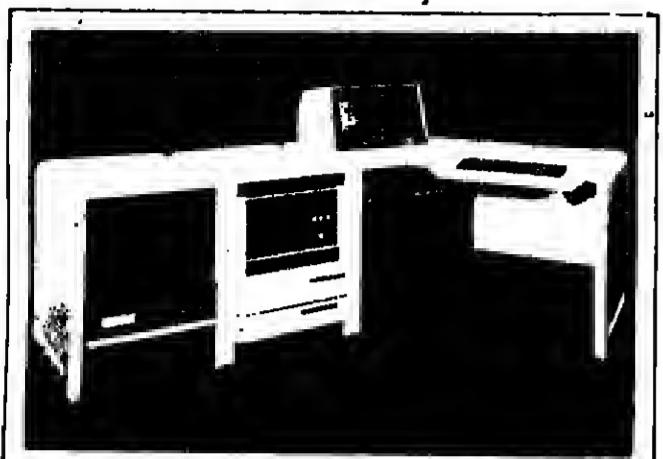
The meeting should cover many of the aspects of operations, including such matters as recruitment, training, career progression, the computer room environment and many other problems.

John Haynes told me, "In fact I don't mind what operational matters they want to talk about as long as they come along and make themselves known."

The venue is the Priory Hotel, Edgbaston, and the meeting starts at about 6.30 pm.

Organisers often complain that nobody relates to their point of view. Well, Op Spot is listening and Bernard Allen would like to hear your opinions and ideas on all matters relating to computer operations.

Your letters should be sent to Op Spot, Computer Weekly, Doreen House, Stamford Street, London SE1 9LU. Telephone calls are equally



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Data General

Cullinane back-end DBMS on the way?

FOLLOWING its implementation of a back-end database on a PDP-11/70 (CW, March 16, 1978), Cullinane is considering producing a database machine which would combine IDMS and a small IBM or IBM-compatible mainframe in a packaged buck-end system.

The software which would make such a product possible is at an advanced stage of development, according to the company, and will be released as a software product regardless of whether or not it goes ahead with the database machine.

Called MCS (Multiple Computer Support), the software under development will enable several systems running database applications to funnel all DBMS processing onto a single machine. This has previously been impracticable because of the close coupling between application tasks and IDMS central version routines.

In the new architecture, Cullinane has adopted a packet mode of communication between application programs and IDMS — the same technique it developed for the PDP-11 implementation. This enables tasks to share the DBMS without threatening the integrity of the database or causing lengthy lock-outs of competing processors.

Most of the redesigning necessary to support the new architecture has already been implemented in IDMS Release 5.0, noted a spokesman, and with the completion of MCS "all the software will be in place".

MCS is to be implemented in three phases, MCS will provide the channel-to-channel connections between processors in close proximity. This software will be delivered to first customer test site in about three months and will run under all versions of IBM's OS/VS.

Subsequently, Cullinane will

DEC merges real time system with IAS

In a step which partially rationalises its operating systems for the PDP-11, Digital Equipment has merged its real time system RSX-II D with the latest release of the all-purpose IAS. With the new software, IAS Version 3.0, users can generate either RSX-II D or IAS from the same source code.

The new release has also enhanced IAS in a number of areas, notably by improving the efficiency of memory management and the heuristic time scheduler.

IAS (Interactive Application System) was originally developed by DEC in the UK, based on the extension of RSX-II D. One significant effect of the new work, which was also performed in the UK, will be to bring together development and maintenance effort on the two systems.

Although RSX-II D users will have to learn a new system

generation procedure, this should pose few problems to experienced users, according to a DEC spokesman. Part of the IAS enhancement had been to simplify the system, he added.

Three systems could now be generated from IAS, he said. A real time only operating system, corresponding to RSX-II D; a multi-user system offering real time facilities together with the heuristic time scheduler; and a full-blown IAS system, supporting concurrent timesharing, batch, and real time tasks.

The name RSX-II D would no longer be officially used.

The most significant IAS enhancement, he said, was the incorporation of memory management directives. These could be regarded as providing a memory-held overlay mechanism and would be considerably faster than the existing disc-held overlay technique, which would continue to be supported.

The other major enhancement, he noted, was the integration of the heuristic time scheduler with the executive. It had previously been a dependent subsystem and its incorporation into the executive would reduce executive-level overheads.

The heuristic software provided with IAS is the most sophisticated scheduled supervisor on the PDP-11 range and works by modifying resource allocation according to resource use in previous timeslices.

What are the five voltages? See page 15 for solution.

Puzzler

DURING tests on a new computer insulation, five different voltages are measured two at a time in series. Every possible permutation of two from five is recorded, giving ten separate readings as follows: 94, 98, 104, 91, 93, 87, 89, 103, 92, 98 (these are in no particular order).

What are the five voltages? See page 15 for solution.

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The 2200 VS is designed as a business computer and as such provides a data processing function in an office environment. The essence of data processing in this context is to efficiently and speedily store, organise and retrieve data, thus providing multiple users with a timely and accurate response to their requests. With this aim, the 2200 VS, is an office computer that is accessible, modular and industry compatible. The 2200 VS meets these design aims by combining sophisticated but simple to use software, with a wide range of hardware.

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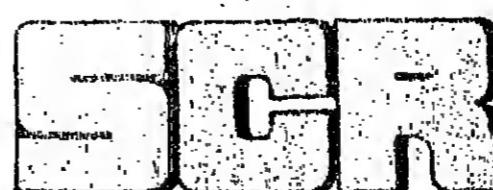
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All positions involve the ability to cope with customer liaison at Management level and therefore your business attitude and communication skills are equally as important.

Where? Opportunities exist in the London area, Midlands, and Manchester. For Midlands, Northern and Sales positions contact in the first instance: Richard Champion on 021-236 3781. Weekends or evenings Hagley 4166

For all positions in the South (except Sales) contact in the first instance: Dave Scarlett on 01-935 0671. Weekends or evenings 01-540 3549



Specialist Computer Recruitment Ltd.

Birmingham:

Equity & Law House, 35-37 Gt. Charles St., Queensway, Birmingham Tel: 021-236 3781

London:

3 Mandeville Place, Wigmore Street, London W1M 5LB Tel: 01-935 0671



"Go INMOS young man"

WHAT?
INMOS is the new semiconductor venture set up to compete in the world market for advanced VLSI devices.

INMOS is establishing design and marketing activities in the UK and the US, with a prototype facility in the US and the main production centres in the UK.

INMOS is developing two micron channel MOS technology which will be used to create the standards for the next generation of memory and microprocessor components.

WHERE?
INMOS is establishing its UK Technology Centre at Bristol. This Centre will have responsibility for developing new products with the primary emphasis on microprocessors.

At the same time INMOS is establishing a US Technology Centre to develop memory components. The Technology Centres have been chosen with care to provide the best possible environment for the superstars we want, with the attractions of beautiful countryside, city life, good schooling and a wide variety of housing at acceptable prices.

There are opportunities at both the UK and the US Technology Centres and interchange between the two Centres will be encouraged.

WHO?
At Bristol, INMOS is recruiting a design team to conceive a new microprocessor philosophy for the standard system component of the 1980's. INMOS wants MOS process and design engineers to develop basic technology. Computer architects to create a component that is programmable and connectable, and Software designers to evolve the language and compilers to turn that component into a system.

The work involves innovation in design, architecture and software, and INMOS wants people who can make a contribution at all levels, from design superstars and managers to junior staff with potential.

HOW?
We want the best men and women who can contribute to the leading edge devices which will establish INMOS as a major force in the semiconductor industry.

We offer the most opportunity of a new Company, the pleasures of the West Country, the satisfaction of good rewards, the challenge of the future. Write NOW for more information and an application form to: Ian M Barron, INMOS Limited, Whitehorns, Levens Mead, Bristol.

inmos

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Demonstrators

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or Jenny
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486-5644

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JBA

SOFTWARE DEVELOPMENT/ SUPPORT ON-LINE COMMUNICATIONS NETWORK

Our client, part of a large and diverse British manufacturing group and itself a very substantial company, is currently developing a new range of commercial systems for both their IBM 370/138 and a new on line network of 8 PDP 11/70's.

To provide development and software support for the installation of the new network, the following professional programmers are urgently required:-

Software Specialist

Candidates should possess extensive knowledge of DEC software, comprising a minimum of 3 years in software - preferably on RSX-11M systems. The appointee will be supporting both the network system and the applications programming teams - a wide range of responsibilities.

Assembler Programmers

The successful candidates will be working on the development of the communications network, so preferred applicants will have an RSX-11M/MACRO-11 background. However, applicants with at least 2 years ASSEMBLER experience on other types of hardware will be considered, and if appointed will be given full DEC training.

Contact Margaret Stevens for more details.

JAMES BAKER ASSOCIATES
International Personal Consultants
18 Maddox Street, London W1
Telephone: 01-491 4478

WANG

Join the superstars

Without a doubt one of the brightest stars in the Computer Industry today is Wang (UK) Limited, their advanced technology and well designed computer and word-processing systems have firmly established them in a well recognised sector.

Recently they announced their virtual storage memory processor, offering the newest range of software aids to increase Programmer productivity - dramatically. Storage is virtually unlimited, conversion is easy, all the grown-up languages are available and the 2200 VS has a smooth growth path from a small to medium sized installation with positively no changes to the application software.

The 2200 VS is designed as a business computer and as such provides a data processing function in an office environment. The essence of data processing in this context is to efficiently and speedily store, organise and retrieve data, thus providing multiple users with a timely and accurate response to their requests. With this aim, the 2200 VS, is an office computer that is accessible, modular and industry compatible. The 2200 VS meets these design aims by combining sophisticated but simple to use software, with a wide range of hardware.

Wang (UK) Limited is ten years old, having a large UK user base, selling primarily to the end user, with a growth rate in excess of 50%. The major new release of equipment, designed and engineered with today's needs in mind, represents a simple yet sophisticated computer product range.

This young, vital, computer manufacturer has experienced substantial marketing success and has therefore retained SCR to recruit into the following areas - Sales, Support and Field Service. The people we seek will certainly possess the enthusiasm and energy necessary to achieve the career progression inherent in the small, flexible and dynamic Company environment which is Wang (UK) today.

Sales Executives - Income package to £15,000 pa plus Car

You are currently successful and possess a proven track record in selling mainframe or minicomputer hardware. Couple this with motivation and determination and you have the qualities necessary to spearhead the launch of the 2200 VS and the consequent attack on the market place. You will be working in a branch structure reporting to the Branch Manager, receiving excellent technical support and working towards realistic quota objectives.

Technical Support Consultants - c. £7,500 pa plus Car

Essentially, self-motivated Programmer/Analysts possessing a high technical capability coupled with a sound commercial awareness. Your mainframe background should include three years solid experience in high level languages - Cobol/RPG/Basic. You will be expected to be au fait with standard commercial applications.

Demanding opportunities exist in both Pre- and Post-Sales roles, ranging from assistance during Sales meetings and involvement in presenting proposals, to liaison with outside software resources and having project control responsibility to detailed second level technical trouble-shooting.

Field Service Engineers - c. £6,500 pa plus Car

An absolute minimum of six months experience is required in mainframe or minicomputer hardware and associated peripherals, or possibly a background in the communications industry.

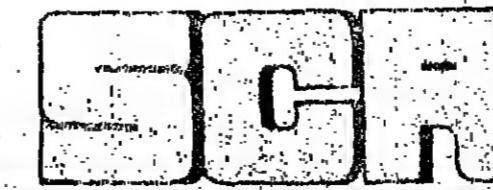
Working in a branch function, Field Engineers will be responsible for the service and support of a Client base within a geographical area.

Following training, you will understand virtually all phases of systems operation and maintenance. You will perform installation of systems, diagnose system problems and repair/replace to component level. You will also be given the opportunity to gain an understanding of basic programming techniques.

All positions involve the ability to cope with customer liaison at Management level and therefore your business attitude and communication skills are equally as important.

Where? Opportunities exist in the London area, Midlands, and Manchester. For Midlands, Northern and Sales positions contact in the first instance: Richard Champion on 021-236 3781. Weekends or evenings Hagley 4168

For all positions in the South (except Sales) contact in the first instance: Dave Scarlett on 01-935 0671. Weekends or evenings 01-540 3549



Specialist Computer Recruitment Ltd.

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Equity & Law House, 35-37 Gt. Charles St., Queensway, Birmingham Tel: 021-236 3781
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DOS/VIS

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Computer Board For Universities And
Research Councils

Joint Network Team Appointment of Head

Recognising that flexible and compatible interconnection arrangements will play an important role in extending access to computing resources and expanding the range of facilities available to computer users in the academic community, the Computer Board and Research Councils are to set up a Joint Network Team. Its main aim will be to prepare, supervise and participate in a coordinated programme for the further development of computer networking among universities and Research Council institutes.

The specialist team is expected to consist of up to six posts and will be located at the Rutherford Laboratory, Chilton, Oxfordshire.

The responsibilities of the Head of the team will include presenting a programme of work to the Computer Board and the Research Councils for financial approval and supervising its execution. He will be called on to make recommendations to the sponsoring bodies on network plans for individual universities and Research Council Institutes and to advise on technical and financial aspects of computer networking. An important part of the post will be to establish and maintain collaborative relationships with senior managerial and technical staff in computer centres throughout the academic community.

Applications are now invited from people with an interest in computer networking and with experience of university and Research Council computing. Applicants should have the ability to manage technical projects and a sound basic knowledge of computing and telecommunications technologies. Familiarity with current trends towards networking standards and proposed public packet-switched services would be an advantage.

The appointment will be for a fixed term of three years.

The salary will be in the range £10,746-£12,091 or £10,043-£11,300 depending on the superannuation scheme chosen.

Further details and an application form may be obtained from Jane Griffiths in the Personnel Group, Rutherford Laboratory. Please quote reference VN.760. Closing date for applications 12th February 1979.

Rutherford Laboratory, Chilton, Didcot, Oxfordshire OX11 0QX.
Tel: Abingdon 21900.

Here are two first class career opportunities for current operations personnel with substantial IBM 370 DOS/VIS experience.

A large international company successfully installed last year an IBM 370 in a purpose built data centre in Croydon. Running under DOS/VIS and POWER/VIS both batch and on-line work is processed.

OPERATIONS SUPPORT to £5500

A further member is required for our clients operations support team. The work will be interesting and varied, involving procedures, scheduling, controlling various aspects of the operations area, and close liaison with the Systems and Programming area.

Applications are invited from senior operators or shift leaders with 3 years or more experience of working in an IBM 370 DOS environment.

JUNIOR SOFTWARE PROGRAMMER to £5500

For this position, in addition to good DOS/VIS experience, you will have an appreciation of COBOL and/or ASSEMBLER programming.

The successful applicant will become involved in the development and maintenance of operating systems and TP monitor, distributive processing based on minis, evaluation of new software and will provide technical support to the development and operations sections.

In addition to a good start salary, benefits include a non-contributory pension and free life insurance.

Would you like to know more, then contact REX SCOOSES at Capp Associates CROYDON offices, indicating which of the two above positions is of particular interest.

Please note
new address
same phone
number

JBA

GERMANY

JBA can offer a very wide selection of vacancies throughout Europe, ranging from programming and analysis, d.p. instructors, lecturers, to high level consultants. This week we feature some of the permanent and contractual jobs in Germany.

DOS/VIS

OS/MVS

PROGRAMMERS PROGRAMMERS/ANALYSTS

c DM60,000

c DM65,000

The client is a highly reputable consultancy organisation in Southern Germany whose combined engineering and computer development experience is almost second to none. Their services range from scientific and research projects to commercial and industrial applications systems.

One of their current projects requires a team of experienced IBM 370 DOS personnel, who must have at least 3 years PL/I programming, together with CICS and/or DL/I. Previous use of decision tables is essential for at least one team member.

The team will ideally commence Feb/March and will continue for not less than 1 year with subsequent assignments available for an extended stay in this wonderful part of Europe. German is desirable but not essential.

SYSTEMS PROGRAMMERS

DM60,000-DM90,000

Several permanent positions are available in a new systems support team currently being established by this major mainframe manufacturer, who are vastly expanding their range of hardware for 1979. A minimum of two years experience is required, together with a thorough knowledge of DOS.

Our client is offering higher than average salaries (in UK terms £16-24k), plus house agent and removal expenses, initial family separation allowance, a minimum of 6 weeks holiday (+ all statutory holidays) and paid time off to attend German lessons. An excellent package.

COMMERCIAL APPLICATIONS DEVELOPMENT

This large computer services company is situated in a superb part of Southern Germany, near one of the oldest and most beautiful towns in Europe. Successful applicants can be assured of a career within the organisation and an excellent, progressive salary package.

APPLICATIONS PROGRAMMERS

Salary: start at DM50,400 rising to DM65,300

A minimum of three years commercial programming experience, with a sound knowledge of IBM 370 OS (COBOL). Experience of BA1 would be viewed extremely favourably, as would the ability to speak German although neither of these is mandatory.

SYSTEMS ANALYSTS

Salary: start at DM56,700 rising to DM73,000

Candidates must have had formal training in Analysis, backed by a period of at least two years in commercial programming. Five years I.T.P. experience in all is required, so applicants will have had a good deal of exposure to commercial systems and applications. Knowledge of German is more important in these positions.

.... ALSO

SOFTWARE PROGRAMMER (2900 Fortran) DM50,000-DM60,000

Our client, located near Stuttgart, is seeking a technician to assist in the development of a complex scientific system involving digital image processing techniques.

Applicants must have ICL 2900 Fortran programming experience, a scientific or technical background—including use of data simulators and test drivers—plus the ability to work without supervision. Long term project with lots of technical involvement and experience-building prospects.

WAREHOUSE AUTOMATION c DM68,000

Tremendous opportunity for a specialist in process control systems to head up a small project team designing a complete micro and mini based system to automate a large warehousing and goods storage facility.

This position would initially be offered on a contractual basis, although the chances of subsequent permanent employment are excellent.

Contact: Mike Creamer or Andy Wright

JAMES BAKER ASSOCIATES
International Personnel Consultants
16 Maddox Street, London W1. Tel: 01-491 4478



If the prospect of working on the Continent appeals to you, prior consultation and advice from people who know the market place and the aspects of working abroad (in detail) is essential, and we'd like to discuss the situation with you—whatever your experience.



JBA

MICROSYSTEMS APPLICATIONS EXECUTIVE

Midlands

c £9,000

We have been retained by a large diverse international engineering organisation, employing 100,000 people worldwide, to recruit a senior microsystems specialist to take responsibility for the development of microprocessor technology in both the products and the manufacturing activities. The prime role is to provide the centre of expertise for each of the divisions in a co-ordinated manner.

Candidates should have a degree, coupled with several years in industry developing CAD/CAM systems, and a proven record in the design of microsystems. Management experience, perhaps as a software/graphic project manager, would be an advantage. Above all, applicants must have the ability and personality to negotiate with senior managers including divisional directors.

This is an outstanding opportunity to influence the use of microprocessors in industry. Salary is negotiable according to experience. Attractive company benefits including relocation where appropriate.

In the first instance please contact:

Jim Baker,
JAMES BAKER ASSOCIATES
International Personnel Consultants
16 Maddox Street, London W1
Telephone 01-491 4478

Not for hire

ata Computer Recruitment

A division of ATA Selection and Management Services, recruitment consultants to Industry and Commerce since 1962

SALES EXECUTIVES £13,000 NATIONWIDE

As one of the most recognised International manufacturers of electronic equipment, with Consumer, Commercial and Communications bases; our client enjoys a reputation envied by many.

Opportunities now exist throughout the UK to join their dramatically successful computer division. With their long term experience they are capable of offering terms of employment unavailable elsewhere. Initial product training is designed to enhance product quality. Excellence of service support ensures that the successful sales executive need never worry about reliability.

The company pay-plan will give the experienced mini-computer or sophisticated business systems sales executive (male/female) a basic salary of c £6,000.

However the less experienced graduate should also give this opportunity serious consideration. Initial guaranteed income levels will reflect your current success.

Quota commission earnings and generous bonuses ensure that the truly determined will achieve first year earnings of £13,000. A quality saloon car, full expenses plus other multinational company benefits complement this desirable package. For a confidential discussion please contact your nearest branch.

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B2 4HQ

36/38 Baldwin St. E5 1NR

Anglia House, 24/25 Frederick St. 35 The Broadway

EH2 2JR

SOUTHAMPTON

(0703) 37555

23 Cumberland Place

S01 2BB

Software Sales Executive

HOME COUNTIES

c £12000 + Quality Car

Our client is a highly successful computer services company with a reputation for providing quality application software. Established for over 6 years the company has developed a strong client base and is now set to double turnover in 1979. This has created a superb opportunity to join the mini computer division.

Based in the N.W. Home Counties, the prime function will be to develop sales penetration across a broad spectrum of commerce and industry, backed by a strong technical support and consultancy team. As the chosen software company of 2 leading mini-computer manufacturers — 50% of current business is being operated through leads, a very real advantage in a competitive market.

This is a key appointment which will lead toward a developing career within the company. Therefore we are seeking a highly skilled sales "professional" able to demonstrate a successful track record in the software, mini-computer or associated markets.

Rewards by way of high base salary, guarantees and generous performance bonuses should realise £12,000 in the first year and £15-20,000 in the 2nd year. In addition there is a quality car provided.

Applicants, male or female, should apply in strictest confidence with career details to: M. Warner, Director, Gresham Executive Appointments, 1 Harewood Place,

Hanover Square, London W1R 9HA. Tel: 01-529 9841/4

Gresham
Executive Appointments

SENIOR SYSTEMS ANALYST NEW MINICOMPUTER

Initially Germany

up to £15,000

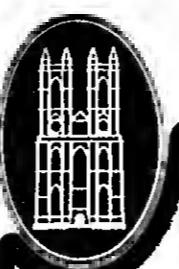
OUR CLIENT is a respected and well established international manufacturer of sophisticated data processing systems.

THE POSITION entails development of commercial application systems for a new range of minicomputer, is a key role in this exciting project and offers a major career path to the person appointed who will have the opportunity to return to the UK after two years.

APPLICANTS should have extensive programming and application system design experience, preferably gained with a computer manufacturer, and be capable of controlling significant system development projects. The ability to effectively deal with customers and software houses whilst leading a team is imperative — as is the ability to achieve every individual aspect associated with total system development including feasibility studies, cost estimate plans and implementation. Preference will be given to applicants educated to degree standard and aged 25/35.

Write in confidence quoting CWE 148
D. H. May — Adviser to the Company

beterson davison
3 Mandeville Place, Wigmore Street, London W1M 5LB. Tel: 01-486 8484



Join Abbey Life at Bournemouth...
and your family can spend
the summer on the beach
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Computer Systems Analysts & Systems Designers 5.5-7.5K
Systems Programmers 5.5-7K
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data processing professionals who wish to extend their expertise.

The vacancies result from our expansion plans and are in addition to the staff we recruited from our September recruitment campaign.

Salaries are competitive and there is a substantial package of additional benefits. These include:

Subsidised mortgage scheme,
Assistance with relocation,
Non-contributory pension scheme,
Free Life Assurance,
Subsidised restaurant,
Staff discount shop.

To continue the achievement of our long-term plans, we put great emphasis on the career development and training of our staff and on the recruitment of

Interviews will be held in Bournemouth or London. For further details about data processing in Abbey Life and to obtain an application form:

Telephone Barry Greenwood during normal office hours on Bournemouth (0202) 292373, extension 4444.

Outside normal working hours telephone Terry McDowell on Christchurch (02015) 77618 for details of the Operations vacancies, and Barry Greenwood on Bournemouth (0202) 761983 for details of all other vacancies.

Write to Barry Greenwood at Systems Administration Department

Abbey Life
Assurance Company Limited
80 Holdenhurst Road, Bournemouth BH8 8AL

MANAGEMENT & EXECUTIVE SELECTION

COMPUTER ENGINEERS

**ARE YOU IN THE MOOD FOR A CHANGE?
THEN MAKE SURE IT'S FOR THE BEST**

We are looking for Computer Engineers in various locations both U.K. and abroad. So whether you are mini, mainframe, or peripheral engineers, trainee or senior level, we will be interested to hear from you.

Listed below are a few of our most urgent vacancies, but we have hundreds more on file. So let us show you what jobs are available and help you find the one that suits you best.

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- £10K package
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- £6 1/2 K package + Car
- £9 1/2 K package + Car

Contact Peter Gorton or Alan Slater today!

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- £13K package + Car
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- £13K package + Car
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Suite 201/6, Albany House, 324 Regent Street, London W1R 5AA. 01-637 9611

MANAGEMENT &
EXECUTIVE SELECTION

MANAGEMENT & EXECUTIVE SELECTION

ANALYST/PROGS

£5-£15K

LONDON/BIRMINGHAM/BRISTOL/MANCHESTER and EUROPE

We have been retained by a manufacturer of mainframe and mini computers to recruit staff on a nationwide basis for both senior and junior positions in the following areas:

Applications and software development, database and communications, sales and marketing support, in house design of computer suite.

The big company benefits include high basic salary, incentive bonus, car where applicable.

NO MATTER WHAT YOUR EXPERIENCE, NO MATTER WHERE YOU LIVE, WE WANT TO TALK TO YOU,

For further details contact Tony McGrath on 01-637 9611.

Suite 201/6, Albany House, 324 Regent Street, London W1R 5AA. 01-637 9611

COME IN PL1

to £6K + benefits
TO INCREASE YOUR MINI 'MOUS'

A major British manufacturer using large IBM mainframes is seeking PL1 Programmers with a good degree for their Head Office in North West Kent.

Opportunities exist to work on many varied systems or transfer to working on minis in this go-ahead, computer-oriented company.

They are located near major railway lines to and from London and are easily accessed from Medway, Sheppen, Kent Coast or South London, and are well served by other means of public transport as well as adequate parking.

Basic salary is good and benefits include London Weighting, Bonus/Productivity Scheme, subsidised canteen, contributory pension scheme, and excellent sports and social facilities.

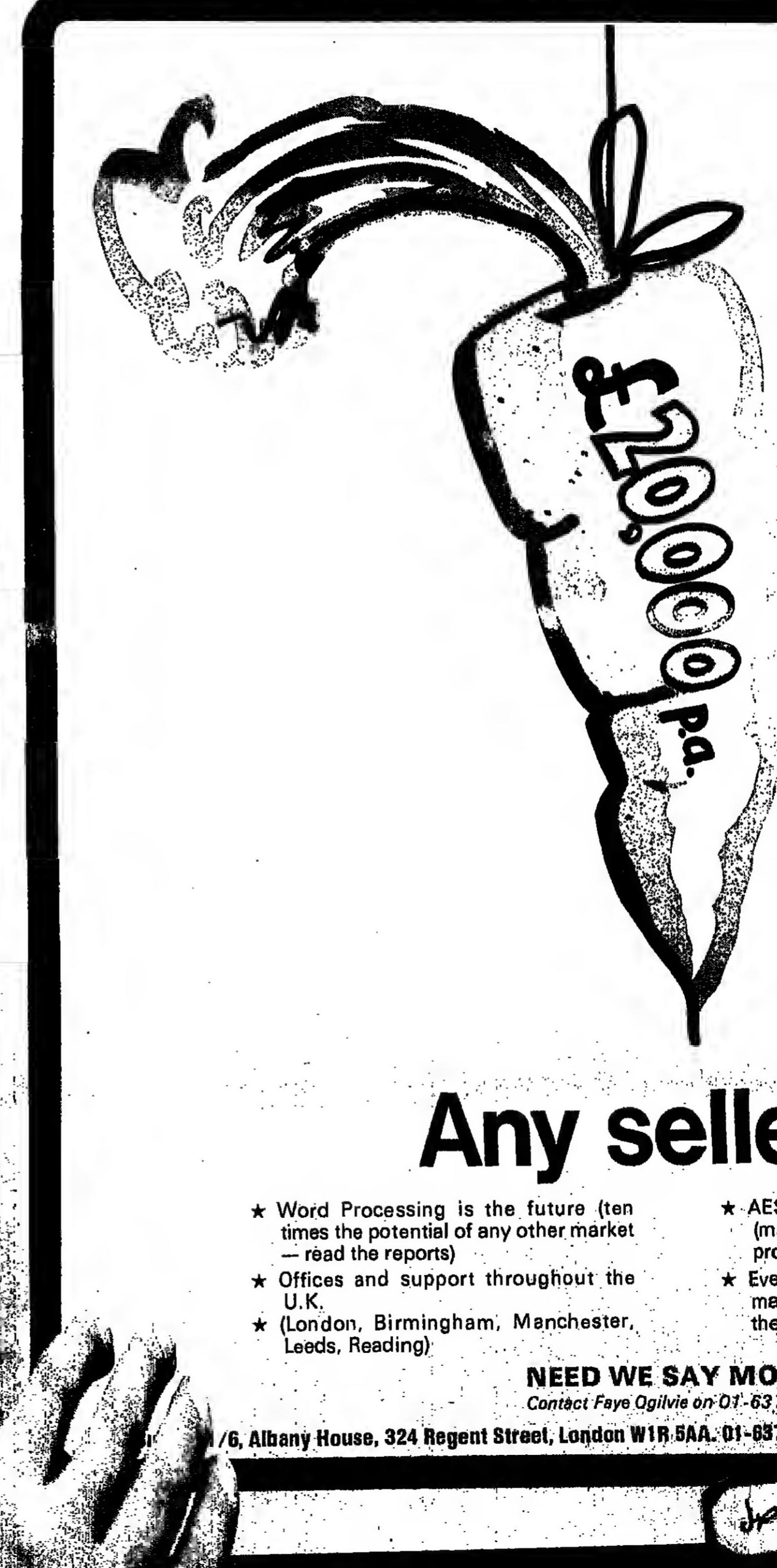
NORTH WEST KENT

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MANAGEMENT & EXECUTIVE SELECTION

telephone 01-637 9611



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Any sellers?

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- ★ Offices and support throughout the U.K.
- ★ (London, Birmingham, Manchester, Leeds, Reading)
- ★ AES/Wordplex Ltd. is the company (market leaders in screen based word processing)
- ★ Everything going for the salesman (the market, the product, the company, and the rewards)

NEED WE SAY MORE!

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1/6, Albany House, 324 Regent Street, London W1R 5AA. 01-637 9611

MANAGEMENT &
EXECUTIVE SELECTION

11/10/78

Develop your commercial applications skills

A chance to spread your wings

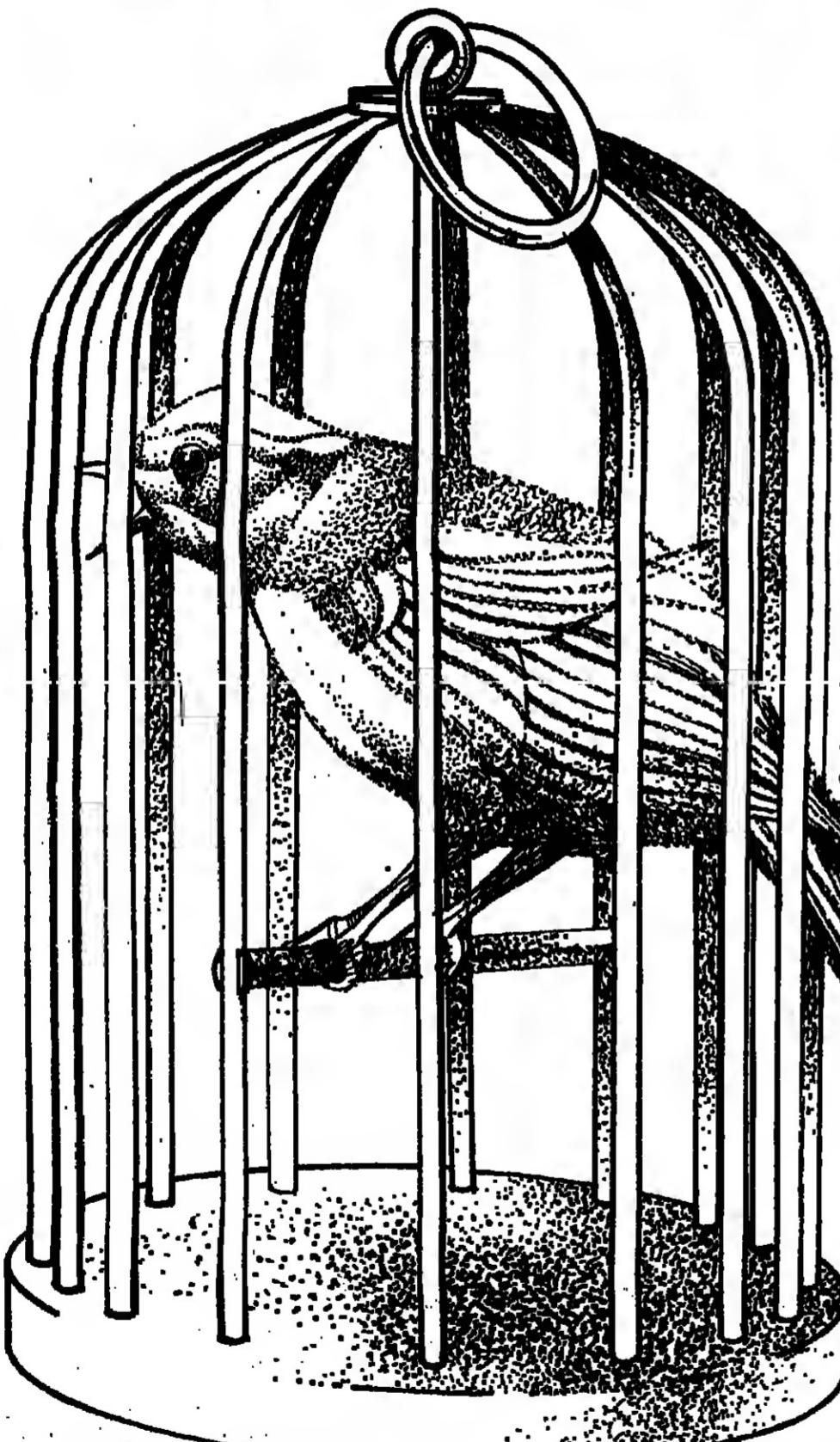
**Systems Analysts
COBOL Programmers
Consultant Analysts
Systems Designers
Team Leaders
Project Managers**

1978 was another extremely successful year for ICL, turnover was up by 22% to over £500m, with over half the business coming from overseas.

This kind of success offers a tremendous challenge to the team who provide our internal company systems worldwide - and our development plan, with a £multi-million budget, means that we now have opportunities that will appeal to ambitious systems and programming professionals who expect rapid career progression as well as job satisfaction.

A feature of our development plan is the introduction of systems networking based on an impressive range of hardware from ICL minis, such as System Ten and the 1500 series, through to very large 2900s.

Our project management approach means that systems and user staff are very closely integrated into development teams. This unusual and extremely successful process ensures a high level of commitment which provides technically satisfying systems which really meet the user department's needs. Since ICL operates in 80 countries worldwide, international travel is a possibility as is the chance for longer term overseas assignments. There is also tremendous project variety, covering the range of the Company's activities from



manufacturing to marketing, with the chance to specialise in pure systems development or maintenance and user support.

But perhaps the greatest attraction is the opportunity for career development. Working for a

computer manufacturer means that you could make career moves into functions such as marketing, finance, or customer support, or perhaps consultancy with our subsidiary Dataskill, Europe's leading software house.

International Computers

think computers - think ICL



£4000-£8000
Herts,
Cheshire,
London.

We would like to hear from you if you have experience in some of the following areas:-

- ICL 1900 or 2900 COBOL
 - George III, VME/B
 - IDMS
 - Real-time systems
 - Production and Manufacturing systems
 - Marketing and Finance systems
 - Engineering and Spares systems
- The openings are based at Letchworth and Stevenage (Herts), Winsford (Cheshire), West Gorton (Manchester), Kidsgrove (Staffs) and Putney (London).

We will be holding interviews over the next two weeks so write now giving brief career details to: George Battersby, ICL Recruitment Services, 93/99 Upper Richmond Road, London SW15, or if you require further information telephone him on 01-788 7272 Ext. 4179. Please quote reference CW1198.

MANAGEMENT & EXECUTIVE SELECTION

telephone 01-637 9611

FIELD SERVICE ENGINEERS

SALARY PACKAGE: Generous and Competitive Salary Plus Car
AREA: Greater London

EXPERIENCE: Practical experience of computer systems in industrial/commercial environments is required.

OPPORTUNITY: The U.K. Division of this multi-million dollar American company is small but established, and with sales at an unprecedented high, they expect to double in size within five years. Thus career progression is virtually guaranteed.

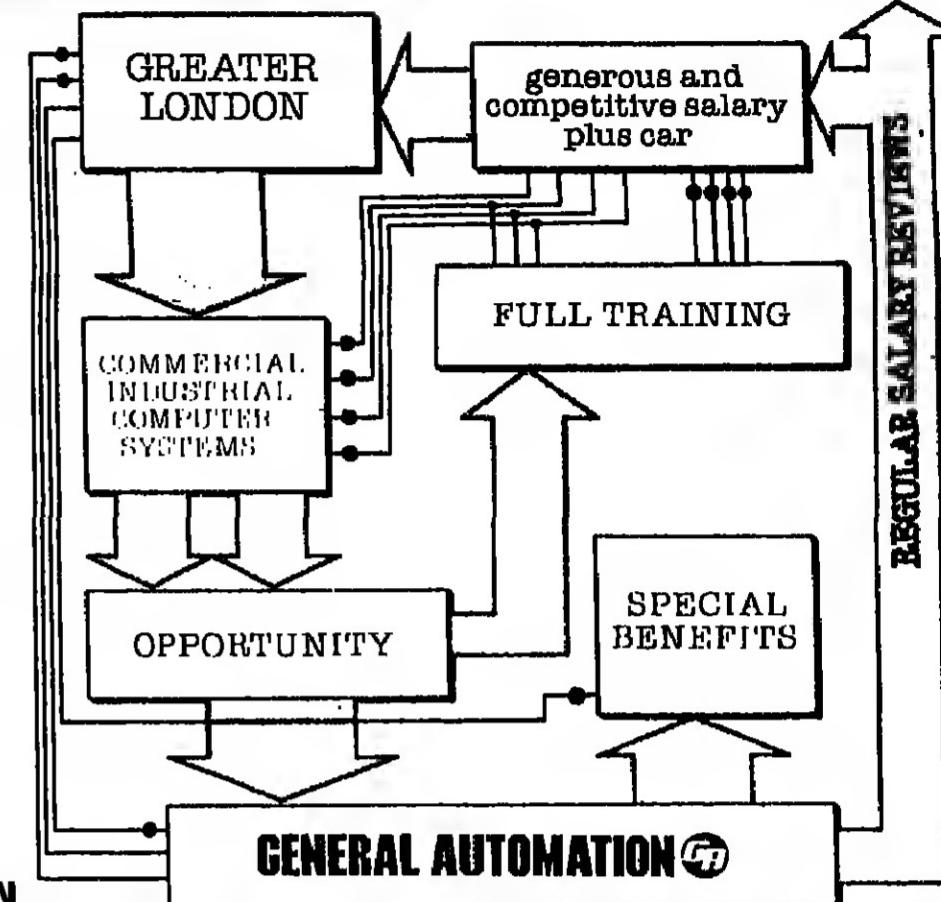
TRAINING: Full training will be provided at the company's European Training School on a regular basis.

FORWARD-LOOKING COMPANY: The company manufacture powerful mini and micro computers for industrial/commercial use. Their success has resulted in over 18,000 systems installed worldwide. Always at the forefront of technological advances, their activities are constantly highlighted in the International and Trade press.

SPECIAL BENEFITS: Free BUPA, Free Life Assurance, Contributory Pension Scheme (5% of salary), 20 days' Holiday p.a.

For positive career advancement, contact Peter Norton

Suite 201/6, Albany House, 324 Regent Street, London W1R 5AA 01-637 9611 **MANAGEMENT & EXECUTIVE SELECTION**



Get Ahead in '79

COMPUTER PROJECT MANAGER

Location Central London

c£9k

Our client is currently developing an extensive range of real time and batch database systems based on a network of PDP-11 minicomputers and an IBM 370/138. The Project Manager will be required to take charge of computer systems development in the Sales and Stock accounting area.

COMPUTER SUPPLIES

MAGNETIC MEDIA c£8k

Dynamic sales representatives sought by our client to cover various territories in the U.K. If you are involved in pre-print stationery/Mag Media and seek the opportunity to broaden your horizons then contact us now.

CUSTOMER SUPPORT / DEMONSTRATOR

Word Processing

London/S.E.

to £5.5k + Car

Are you experienced in training and demonstrating W.P. or small business systems? Then our client, one of the leaders in this field, can offer you a tremendous opportunity to increase your career and earning potential.

Applicants male or female should apply in strictest confidence to: David Wilkinson, Gresham Executive Appointments, 1 Harewood Place, Hanover Square, London W1R 9HA. Telephone 01-529 9811/4.

Gresham
Executive Appointments

MICROSTAR *****

Commercial Systems Analyst

£7,500+ GUILDFORD

Our client manufacturers and sells white goods commercially through 350 outlets, and via major retail chains in the U.K.

The data processing department is a well-staffed unit currently engaged in a major IMS development. All facets of commercial administration are currently computer based.

The advertised position heads up the IMS analytical activity and reports directly to the DPM. It will involve technical/political liaison at national, European and transatlantic levels, especially for database designs.

A degree and five years' commercial analysis experience will be required to qualify for this senior position in a dynamic and well-managed company.

Write, in the first instance, to Robert G. J. Wood, MA, who is advising personally on this appointment at Microstar Limited, Hilltop House, 97 Portsmouth Road, Guildford, Surrey GU2 5QD. Telephone Guildford (0483) 33021

***** MICROSAR

TRAINING INSTRUCTOR

WATERFORD, IRELAND

Salary up to £7,400

DIGITAL PROCESS CONTROL

MEASUREX (IRELAND) LIMITED

is a subsidiary of Measurex Corporation and is a leading manufacturer of Digital Process Control Systems for the paper, plastics, rubber and sheetmetal industries in Europe and internationally. Due to continued expansion we have an immediate opening in our Waterford facility for a training instructor.

RESPONSIBILITIES

Having completed appropriate training the successful candidate will join an established team of instructors in our Training Department. The team conducts courses for the Company's field service technicians and in addition are responsible for the design and development of new courses.

QUALIFICATIONS:

Candidates should possess a degree in the Electrical/Electronics or Science field. Applications from persons with an equivalent qualification and good experience in the electronics industry would be welcome. An ability in verbal and written communication is essential. Commencing salary will be commensurate with experience. A contributory pension scheme is in operation. Appropriate relocation expenses will be paid.

Please telephone or write for application form to:

THE PERSONNEL MANAGER
MEASUREX (IRELAND) LIMITED
INDUSTRIAL ESTATE, WATERFORD, IRELAND
TELEPHONE: 051-72151



Scheduler

Excess Insurance is part of a major International corporation with Insurance interests throughout the world. We now need the services of an experienced Scheduler to join our Data Control Department at our Head Office in Worthing.

It will be an advantage to the applicant to have a background in either data control, or computer operation. On the other hand we are prepared to train someone who is willing to learn a worthwhile and satisfying job.

Our current computer is a 370/148 and an IBM 3031 is due for installation in June 1979.

A good salary is offered according to experience and you will enjoy excellent working conditions at our modern offices. Benefits include a non-contributory pension scheme and free life assurance and a mortgage subsidy when applicable. A licensed Sports and Social Club with swimming pool and full sporting facilities together with a flexible 35-hour week, staff discounts, four weeks holiday and luncheon vouchers.

For further details or application form, please write or telephone Irene Northcott, Personnel Officer, Excess Insurance Group, The Warren, Worthing, West Sussex BN14 9QD Telephone Worthing (0903) 39933.

Excess Insurance Group

ata Computer Recruitment

A division of AIA Selection and Management Services, recruitment consultants to Industry and Commerce since 1962.

DATA PROCESSING MANAGER (SCOTLAND)

THE OPPORTUNITY TO DO IT YOUR WAY

Our clients, a major international company, require an experienced manager to establish, develop and control a data processing department at their U.K. operational headquarters near Glasgow.

The company is the world's largest manufacturer of cobalt, tellurite-based aerial work platforms. Their U.K. production plant commenced operations during 1977 and the introduction of a computing facility is now of prime importance.

The successful candidate will be 25-35 years old and educated to degree level or equivalent. He/she will have a sound working knowledge of all aspects of computing preferably gained on small IBM, Honeywell, OEG or Univac hardware. Knowledge of Cobol, RPG II or Fortran IV is essential.

Approximately three months will be spent in the U.S.A. becoming familiar with the parent company's systems which run on an IBM system/3 model 16.

The salary will be in the region of £7,500 p.a. although for a modal candidate this figure is negotiable. Normal large company benefits and relocation expenses are included.

If you're versatile, determined and prepared to roll up your sleeves to get things done, this is the opportunity you've been looking for.

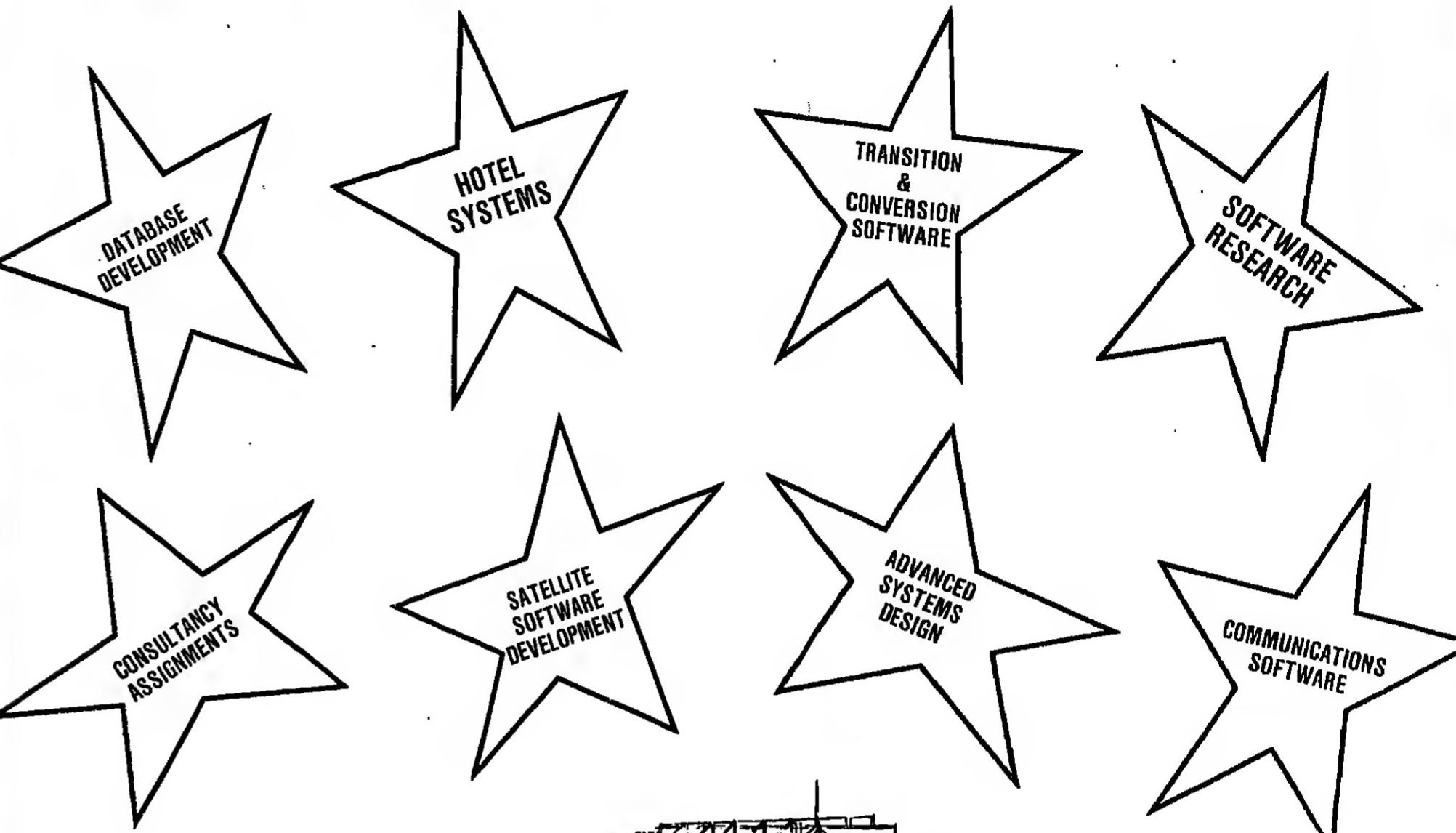
For further information contact:

H. W. Clark
Manager
ATA COMPUTER RECRUITMENT
Anglia House
24/26 Frederick Street
Edinburgh EH2 2JR
Tel: 031 228 6361 (reverse charges)

Normal business hours: 9.00 a.m.-5.30 p.m.
Monday, 29 January 9.00 a.m.-8.00 p.m.
Tuesday, 30 January 9.00 a.m.-8.00 p.m.

LONDON (01) 637 0781 MANCHESTER (061) 832 5856 BIRMINGHAM (021) 649 0000
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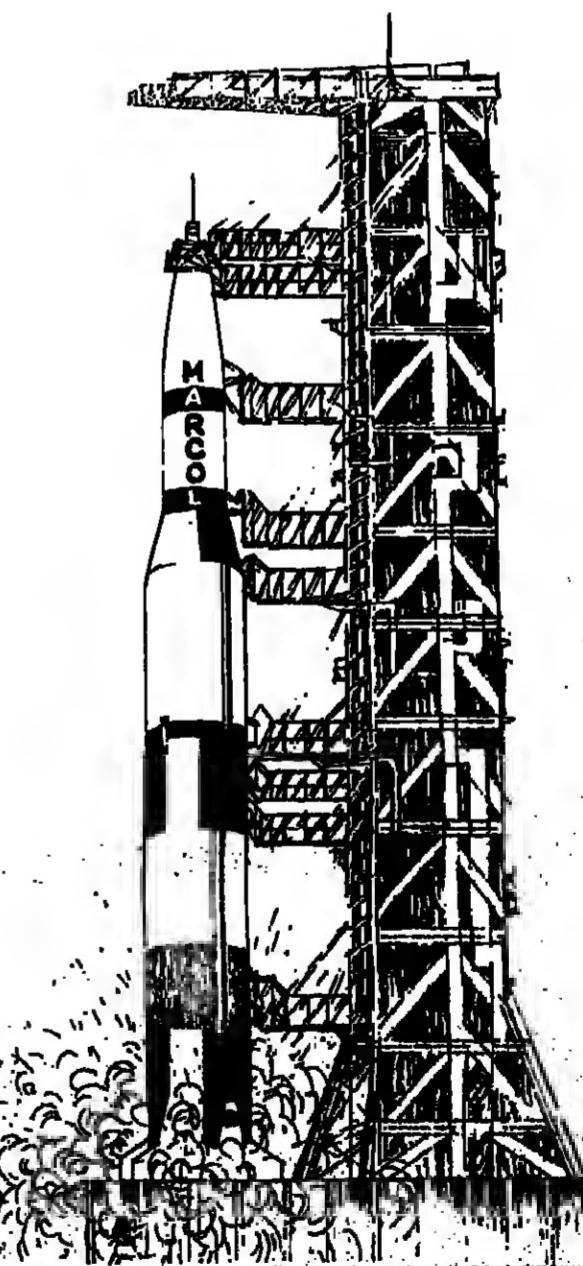
Competitive Salaries:

Programmers to £6,500
Analyst/Programmers to £7,500
Project Leaders to £8,500

*European Assignment allowance is £150 per week.

FOR FULL DETAILS AND A CONFIDENTIAL INTERVIEW PLEASE RING OR WRITE:

DEREK ASHLEY or PENNY BAILEY



Why not join one of this country's leading systems organisations and gain the rewards your experience deserves in 1979.

We are expanding our business base, both in the U.K. and Europe* and require decisive and dedicated people to join new and existing projects.

Whether you are looking to gain general experience or wish to specialise in a particular field, Marcol is definitely the company for your future.

MARCOL

Total capability from the
60 Queen's Gardens, London W2 3AF. Tel: 01-402 9355 (24 hours)

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12. SALES BACKING OF — Seminars, Exhibitions, Mail Shots, Advertising, Installation, Support
13. TERRITORY — City-based — Central London — and Large Bucks.-based — Home Counties — and Large
14. RESTRICTIONS — No Named Accounts, No Vocational Limits
15. ACTION — Phone to discuss and fix interview. Ref. MMH.

YES NO



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LONDON W1M 4AJ Tel: 486 5644



£10K - £12K PLUS BONUS OF £1K - £4K

KUWAIT

The Company is a substantial trading organisation based in Kuwait and who market their products in the Gulf States. Equipment agencies include: Caterpillar, Volvo, Koehring, SKF, Berger Greene, Raygo, Crane Frueheuf, Unilavor, Rowntree Mackintosh, General Electric, 3M, Burroughs.

They have recently launched the Burroughs B80/B800 B1700/B1800 range of equipment and are to appoint:

SENIOR SALES REPRESENTATIVE

3 YEARS' EXPERIENCE B1700/B1800
Some experience in the use of DMS II
Aged 24 upwards — married or single

Capable of installing B1800 with minimum technical advice
Some experience in the use of NDL
Some Supervising experience

2 YEARS' PROVEN EXPERIENCE — B1700/B1800 2 years' COBOL EXPERIENCE
B80/B800

Some training experience Age 22 upwards — married or single

The positions are permanent and include benefits such as:

Tax Free Income
Travel Assistance where appropriate
Free Accommodation or Housing Allowance

35 days' Holidays
1-4 months' Bonus
Company Car or Car Allowance

Please or write for a full job specification and interview. Ref. MMH.
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The Specialists in Computer Engineering Opportunities of ALL
Disciplines



£17K P.A.? COMPANY CAR ATTENTION ENGINEERS — PRE/POST SALES SUPPORT ANALYSTS — ANALYSTS “SALESMEN ARE TRAINED — NOT BORN”

An Old Cliche, but very true — Take, for example, the following:

- A. — Ex Engineer — Now running own Company worth £12 million.
- B. — Ex Analyst — 3 years in Sales, now Sales Manager earning c. £15K p.a.
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We could go on; in fact, approximately 30% of all Salesmen we place have never sold before, and in most cases they had not even considered a career in sales — until they met with I.M.P.C.

A large proportion of our success is due to our expertise in identifying potential salesmen. We have many clients, one in particular, who is prepared to offer training of up to six months' duration in order to capitalise on your potential. They are a multi-million pound company to the forefront of the computer industry, who offer probably the most professional training scheme in Europe.

The investment our clients are prepared to make in your future include: a basic salary of between £5K and £7K, substantial income guarantees, Company car, and a genuine income potential of c. £17K after training.

Ideally, we are seeking candidates aged between 22 and 30, articulate, numerate and "open minded" enough to talk to our career advisor. You will be given an immediate assessment and, if successful, an introduction to our clients. This is an Outstanding opportunity for successful candidates to begin a lucrative and exciting new career.

Telephone NOW for an appointment quoting ref. no. DVW 79/3.



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EXPERIENCED SOFTWARE ANALYST/PROGRAMMER

Circa £6,500 pa
Surrey/Sussex/Hampshire Border

We have a vacancy for a Software Analyst/Programmer with a minimum of 3 years' Cobol Programming experience, including Burroughs large systems DMSII and GEMCO. Candidates must be willing to work on cell and work considerable overtime.

Duties include programming of utilities and software aids, in the Burroughs 6600 environment.

Fringe benefits include membership of the ICI Pension and Profit Sharing Schemes, restaurant and recreational facilities.

Please apply to:
Mr. P. J. Thomas, Personnel Officer, ICI Plant Protection Division
Fernhurst, Haslemere, Surrey

Tel: Haslemere 4081

 Plant Protection Division

WAYNE KERR

Wilmet Broden Electronics
Durham Road, Bognor Regis, require the following additional staff:

DEVELOPMENT LABORATORY

SOFTWARE DESIGNERS/PROGRAMMERS

To join Software development team and work a range of new micro-controlled instruments and test equipment.

Experience of 8080/260 micros, device handlers and use of micro-computer development systems is essential. High level languages an advantage.

JUNIOR DESIGN ENGINEER, 21-26

Good opportunity for recently qualified/trained engineers to help design advanced micro-controlled instruments. Good career prospects and excellent technical work.

Opportunity also available for suitable third-year students for vacation work.

Please apply by telephone or in writing to:

Mr. Peter M. Moore
Wilmet Broden Electronics Limited

Durham Road, Bognor Regis, West Sussex PO22 8BL

Telephone: Bognor 28811

COMPUTER VACANCY

Urgently required Computer

Pagan with ability to operate

Honeywell P11 Punch and

Honeywell 58 Computer

(with ancillary equipment).

Person will be responsible for

tuning our existing computer

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Salary negotiable.

The Address: M. Clapp

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INFOTECH NEEDS YOU

Infotech Design Technology is the world's leading methodology for producing systems and programs from requirements specifications. To maintain and extend our share, we need a

SALES EXECUTIVE

— £12K

To sell DP management, both in the UK and abroad, about the advantages of Infotech Design Technology. You must understand the programming environment, and be able to talk convincingly at all organisation levels.

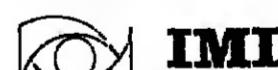
- up to £12K remuneration package
- a company car
- opportunity to travel abroad
- a unique product which is achieving world wide acceptance

LECTURER/CONSULTANT

— £8K

To teach the theory and the practice of Infotech Design Technology, to provide on-site support to users of the technology, and to develop new ideas that will keep Infotech and yourself ahead of the rest. Programming experience is essential, knowledge of data-structured design methods would be an advantage.

- up to £8K salary
- opportunity to travel abroad
- exposure to a variety of customers and applications



IML Infotech Methods Limited

Nicholson House, Maidenhead, Berkshire SL6 1LD, England. Telephone: Maidenhead (0628) 35031 Telex: 847319

Infotech Design Technology ensures that users achieve the right system and program for their needs, on time, every time. This methodology results in:

- systems and programs that work first time
- accurate documentation
- precise project control
- easier enhancement
- language and hardware independence

Both of these positions are based in Maidenhead, an attractive residential area on the Thames, within easy reach of London via the M4 or British Rail. The future with Infotech is limited only by your own imagination. Telephone: Major Watman on (0628) 35031 to discuss how you and Infotech can work together.

Systems Co-ordinator

Central Lancashire, to £7,000

Managing Director, the Systems Co-ordinator will manufacture and markets capital equipment for use in breweries, dairies and related industries, with the departments concerned, to ensure the success of this exercise. Additional responsibility

The company, which will install a computer later in the year, is undertaking a comprehensive review of its operational systems and has created this new position to co-ordinate the design, development and implementation of the new systems. Reporting to the

Applicants, probably around 30, will have at least three years' experience of systems design, and will have had total responsibility for the design and implementation of a major system.

C.G. Moores, Ref. 24750/CW

Male or female candidates should telephone in confidence for a Periodic History Form to:

MANCHESTER: 061-236-8081, Sun Life House, 3 Charlotte Street, M1 4HB

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A CAREER IN INTERNATIONAL BANKING

The Environment

Chemical Bank is one of the largest banking groups in the world. Within the European area of the International Bank division a systems group has designed and implemented integrated real-time banking systems in seven locations. Further applications are under development to enhance and complement the existing systems which run on the DEC PDP11 range. Systems are developed and maintained by self-contained project teams working to closely defined procedures. Considerable opportunity exists for career development in an exciting and dynamic working environment.

The Benefits

In addition to the substantial salaries there is a generous package of benefits:

- Subsidised mortgage schemes
- Non-contributory pension
- Profit sharing
- Free life assurance
- Free lunches
- Personal loans
- Interest-free season ticket loans

The Positions

The following positions will appeal to those with a good educational background and mini-computer experience who can demonstrate a professional approach and are prepared to undertake extensive travel within Europe at the Bank's expense.

Senior Programmer Analyst Salary circa £8250

- At least two years' experience in structured system design.
- A solid programming background.
- Financial or banking systems experience essential.
- Supervisory experience.

Programmer Analyst

Salary circa £7500

- At least three years' programming experience.
- One year of structured system design.
- Financial or banking system experience preferred.

Programmer

Salary circa £5500

- Minimum two years' programming experience.
- Experience in BASIC an advantage.

For further details please write or telephone Mark Irenis.
All applications will be treated in the strictest confidence.

Reference CW 419/1

HUTTON EXECUTIVE SELECTION LTD.
HUTTON HOUSE,
HUTTON STREET, LONDON EC4Y 8HP

TELEPHONE: 01-353 7141 (24 HOURS)

Hutton
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Marketing Specialists

Central London based with some European travel
Salary package circa £10000

Our Clients enjoy one of the best reputations in the world for marketing and training resources. Enhancement of the U.K. Marketing Department has created two further vacancies.

Product Specialist

To take responsibility for the marketing of a specific product. The job includes pricing, stocking, configuring, creation of literature and sales aids, training, liaison with the Company's European Headquarters, support at large sales negotiations, presentations, analysis of competition and general support at a senior level.

Candidates should have a good knowledge of application software and operating systems and an appreciation of hardware technicalities and COBOL.

Application Specialist

To control specific applications areas relating to Trade and Industry and in particular such areas as deposit accounting and other distributed data processing applications.

The job involves researching specific applications areas, helping to create packages, planning sales campaigns, training, running sales workshops together with product specialists, supporting large sales negotiations, and generally offering troubleshooting and support back-up at a senior level. Applicants to the job will clearly identify closely with this specification and have the necessary experience upon which to draw.

Applicants to both positions could come from a variety of backgrounds such as sales, marketing, support, software house, large commercial T.P. user etc. Preferred but not essential is an age group of between 28 and 35 and an education to degree or equivalent.

These are two first class opportunities and interested applicants should contact BOB BOWER Advising Director to arrange an early interview.

Reference CW 219/2

HUTTON EXECUTIVE SELECTION LTD.
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HUTTON STREET, LONDON EC4Y 8HP

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Computer Sales Executives

London, Midlands, The North, The West
Salaries to £8,000 Quota Earnings £20,000

We have been instructed by our Clients to identify the really top-class sales executives of 1978 whose ambition should lead them to even greater things (earnings, responsibilities, benefits etc.) in 1979.

You may not be considering moving from your present company at this time but we would still like to know about you if you are doing well.

You should know exactly what the opportunities are at the moment and we should certainly know if your success and ambition could lead to a better job, either now or later.

Make certain that we know about you by contacting Mark Irenis to arrange a meeting anytime between 8 a.m. and 6 p.m.

Reference CW 219/1

HUTTON EXECUTIVE SELECTION LTD.
HUTTON HOUSE,
HUTTON STREET, LONDON EC4Y 8HP

TELEPHONE: 01-353 7141 (24 HOURS)

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RECRUITMENT AND CONSULTANCY SERVICES LIMITED

Greenock House 19 Cuckfield Road Hurstpierpoint Sussex

Telephone 0273 833848

Ref. CW / 6 / 79

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CAREER-MINDED PROGRAMMERS MOVE ON!—MOVE UP!

Our client operates in a highly user-orientated environment providing sophisticated packaged solutions tailored to meet individual needs. At present they have on ICL mainframe but have recently completed a major review of their computing needs and, in consequence, are planning a replacement within the next few months to provide much increased central processing power. Other developments include the further development of on-line communications facilities with a network and mini computers providing distributed intelligence at remote centres. In preparation for the introduction of the new equipment a number of additional Programmers of varying experience are to be recruited.

PROGRAMMERS c £4,600

- Up to 18 months solid programming experience required
- Cobol preferred but Fortran or any assembler acceptable
- Any hardware, mainframe or mini
- Commercially orientated
- Knowledge of or exposed to structured programming techniques an advantage
- 'A' level or equivalent education desirable

JUNIOR PROGRAMMERS c £4,000

- Ideally with 6 / 12 months' practical programming experience
- Computer Science Graduate acceptable, especially those with industrial experience
- Retraining to Cobol provided in appropriate cases
- Any hardware
- Commercial awareness useful

PLEASE WRITE OR TELEPHONE NOW TO MAKE IMMEDIATE ARRANGEMENTS FOR INTERVIEWS TO TAKE PLACE IN LONDON OR THE SOUTH — OR IF MORE CONVENIENT TELEPHONE JACK COLLINGS BETWEEN 7 P.M. and 9 P.M. WEEKDAYS OR WEEKENDS ON (0273) 400880

EUROPE'S LEADING SPECIALIST RECRUITMENT CONSULTANTS

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around £14,000 TAX-FREE renewable contract

+ COMPANY CAR + TERMINAL BONUS + SCHOOLING ALLOWANCES
+ FULLY FURNISHED FLAT (married/single) + FREE UTILITIES

THIS OUTSTANDING PACKAGE offers the opportunity to make considerable savings while working on fourth generation equipment.

OUR CLIENT is a national bank, which has recently installed an NCR Criterion mainframe after undertaking a thorough feasibility study. Further computers will subsequently be installed. The O.P. Department has been established with U.K. staff, but the post of Chief Programmer remains vacant.

ENVIRONMENT. The country is politically stable and the economy very strong. The climate is hot, but air-conditioning is normal. While facilities are limited, such sports as fishing, swimming and riding are available, and there is scope for adaptable individuals to enjoy an active social life within the large expatriate community.

A SELF-CONTAINED FLAT is provided, this being furnished to a high standard (including freezer, cooker, linen and cutlery).

GENEROUS SCHOOLING ALLOWANCES are given, a local English school offering good education up to the age of eleven.

RESPONSIBILITIES:

All aspects of the supervision of a team of live experienced programmers and several locally recruited trainees.

REQUIRED PROFILE:

- 1 Minimum of 7 years' programming including good COBOL, utilising advanced operating systems
- 2 Experience of leading a programming team
- 3 Knowledge of on-line systems

WE WOULD ALSO be interested in talking to candidates for the post of Senior Programmer. Salaries are reviewed annually.

PLEASE TELEPHONE without delay on 01-540 8311. OPSC Group Ltd., Crown House, Morden, Surrey.

Crown House Morden London SM4 5EU

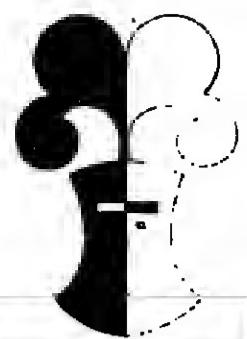
consultancy division

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24-hour answering service

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Ref. CW 9-13



KNIGHT PROGRAMMING SUPPORT LIMITED



CONTRACT MIDLANDS & N. ENGLAND

IBM CICS PL/1 PL/I PROGRAMMERS	c.£230
NORTHWEST, MIDLANDS	
370 COBOL PROGRAMMERS	c.£220
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IMS COBOL PROGRAMMERS	c.£230
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370 PL/I PROGRAMMERS	c.£220
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1900 FILETAB/COBOL PROGRAMMERS	c.£220
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2860/70 VMEB/K FORTRAN PROGRAMMER	c.£220
NORTH	
1000 GH/GIN COBOL PROGRAMMERS	c.£215
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- ★ High remuneration assured throughout the year
- ★ Security of employment from continuity of work
- ★ Career development from learning new DP techniques
- ★ Overseas opportunities
- ★ Financial advice in all matters of taxation, mortgages, pensions

PERMANENT NORTHERN OPPORTUNITIES

COBOL and SYSTEMS PROGRAMMERS

LEEDS to £5712

A lucrative self-financing productivity payment is offered by our client. They are now operating ICL 1900's under GEORGE 3 and are installing o 2972 and 2900 to be run under MVS. Our client requires programmers with COBOL experience, also systems programmers for a technical support team.

Ref: 1071 end 1075

PROGRAMMER

LIVERPOOL to £6000

Benefits from this company include an annual bonus, a non-contributory pension scheme, flexi time and luncheon vouchers. ICL 2904, COBOL and EXEC 2 experience would be a definite advantage. Other company hardware includes IBM and HONEYWELL.

Ref: 1063

SYSTEMS ANALYSTS

YORKSHIRE to £6000

Our client, a rapidly expanding young company, offer a 10% to 15% bonus plus a company car or generous car allowance. DEC PDP 11 experience and knowledge of BASIC+ and RSTS is preferred. Each analyst has a portfolio of clients who he deals with specifically from feasibility to implementation.

Ref: 1048

FOR DETAILS OF THESE AND OTHER VACANCIES PLEASE CONTACT
JOAN JOHNSTONE, 143/144 ROYAL EXCHANGE MANCHESTER. TEL.
NO. 061 833 9341/5.

COMPUTER PERSONNEL CONSULTANTS

Senior Computer Operator

Candidates for this job should be at Operator or Senior Operator level and should have at least 2 years 1800 range and George 3 experience. A proven high level of understanding of G3 is required.

The laboratory at present runs a 256K ICL 1904S for scientific research work, using both MOP and background. As well as the terminal configuration, a network of mini computers is connected to the 1904S.

In the near future a second 1904S will be added, accessing the same file store.

by use of a special version of George 3. Working hours are evenly split between 8.30 - 18.30 and 14.00 - 22.00 Monday to Friday.

The laboratory is housed in modern buildings in pleasant surroundings and offers benefits including subsidised canteen, sports and social club and staff shop.

Men or women should apply, quoting reference 129, to M. L. Malpass, Personnel Manager, Philips Research Laboratories, Cross Oak Lane, Selsdon, Nr. Redhill, Surrey.

PHILIPS

Programming ...

West Germany . . . and £10,000-£12,000 p.a.

An international opportunity for talented programmers

Sandvik GmbH, Dusseldorf, is the German sister company of Sandvik U.K. Limited and part of the international Swedish group engaged in a wide range of engineering activities.

The appointment of a Programmer in Dusseldorf offers an outstanding career opportunity for either a young high-flyer or a more experienced person with real talent to progress within the framework of the Sandvik organisation. The hardware is an IBM 370/158 with a disc operating system, and work involves EDP applications in the commercial range, including financial and cost accounting, together with order processing, despatch and invoicing.

Salary will be equivalent to £10,000/£12,000 p.a. and additional benefits, which are those expected of a major international group, include generous assistance with relocation expenses. An initial interview will be held in the UK at Sandvik (Halesowen), please write or telephone for an application form in the first instance to:

David Davie, Personnel Manager, Sandvik U.K. Limited, Manor Way, Halesowen, West Midlands, B62 8QZ. Telephone: 021-560 4700.

SANDVIK

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A successful past leads to a successful future

For more than 40 years Noble Lowndes and Partners have been pioneers and market leaders in their field. Computing has played an integral part since 1959. Analysts and Programmers joining this installation will therefore have the security of working for a highly successful organisation and the interest that the future will bring through the company's determination to stay ahead.

Currently the DP department, which is based in Croydon, is small but utilising large IBM 370 hardware operating under MVS. Current plans include the introduction of distributed processing, database systems, and word processing.

Analysts should have a broad commercial background. Training will be provided in specific technology and applications.

Programmers should have a good COBOL background. IBM knowledge would be valuable but not essential. On-line program development is utilised.

The essential for both analysts and programmers is the desire to build a career with the company and to work in a growing department. The opportunities are there — maybe you should be too!

Initial applications should be made by telephone or in writing to Capp Associates CROYDON office. Starting salaries will be as shown and benefits are good.

Positions open to male & female applicants, please telephone (24 hour service) for initial discussion or write to address below. QUOTE REF. CW 107.9H.

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INTERNATIONAL SYSTEMS IN CENTRAL LONDON OILFIELD SERVICE INDUSTRY

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This position requires an enthusiastic person, with drive and good communicative skills, to be responsible for the design and subsequent implementation of a major, international system. Joining the 'mini' division in a senior capacity, the successful applicant will have developed systems in a small machine environment (RPG II will be an advantage but is not essential) and will possess proven analysis experience. A variety of systems are being developed and will be implemented initially at sites in Europe.



The possibility of a world-wide network based on IBM System 34 equipment is now being considered and for this reason candidates must be prepared to work abroad occasionally for periods of three to four months.

The mainframe division requires an Analyst/Programmer to develop sophisticated management accounting systems. COBOL Programmers will also be considered for this position and the salary will be circa £6500 depending upon experience. The company is based in Central London and is within one mile of four British Rail main stations. A season ticket loan is provided along with LVs, 4 weeks' holiday and a first-class NON-CONTRIBUTORY PENSION SCHEME.

To £7500

Programmers with three years' IBM DOS/VS/ASSEMBLER experience, wishing to move into systems programming, will find this opportunity very attractive. The company has a long term development plan for major integrated database and telecommunications systems and the successful applicant will be heavily involved in the design, implementation, and maintenance of these systems. He/she will gain a thorough knowledge of IBM software and can expect a most satisfying career. Full training will be given.

The company, part of one of the world's fastest growing and most profitable corporations, operates several 370s, and has a network of IBM System 34s on order. Future development plans are likely to require hardware upgrades.

Ref. S2/2601

MYRIAD APPOINTMENTS LIMITED

30 Fleet Street, London EC4Y 1AA
01-353 0981 24 HRS.

J. H. J. Hill

Ferranti success creating career opportunities PROCESS CONTROL SOFTWARE DEVELOPMENT South Manchester

Since 1962 the Wythenshawe Division of Ferranti Computer Systems Limited has been a leader in the field of process management and control. During this period, the company has developed a range of software packages which provide building blocks for complex and powerful process control and management systems. This Process Management Software (PMS) therefore enables easier, faster and more secure development of applications with easier enhancement thereafter. The success of PMS has created a need for further development, to cope with the increasing complexity of these systems. Thus several additional staff are now required, as detailed below.

The work involved varies with seniority but encompasses the following functions:

- * Detailed design of system modules from broad specifications.
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- * Assembling and testing individual systems, to the requirements of end user clients and in house project teams.
- * Providing 'pre sales' support to Ferranti sales teams.
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For experienced staff, these opportunities offer the chance to do some rewarding creative work; less experienced staff can learn a considerable amount about process control systems. The offices are located on the Southern boundary of Manchester, in pleasant and rural surroundings. Assistance with relocation is available where necessary, and the usual large company benefits apply. Please apply to Sampson Staff in the first instance, either by telephone (transfer charges if necessary), or letter. Initial interviews will be held in Manchester or London.

Sampson Staff

15 Piccadilly, Manchester M1 1LT. Tel: 061-832 4184.
Evenings and Weekends - Tottington (020488) 2545.

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Use your COMPUTING and SALES EXPERTISE
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We have vacancies in our Membership and Sales Division for computer professionals at our Regional Offices in London, Manchester, Bristol and Birmingham.

You will be required to be responsible for a territory and visit NCC member firms and others to promote NCC's Services and Product covering Software, Information, Training and Membership.

We are looking for marketing experience and a sound background of

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Please write with full career details to:
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NCC
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Research Assistant

We have a vacancy for a chemistry graduate in our Confectionery Fats Section:-

Tasks:
To assist a scientist in a number of projects in the confectionery fats field involving chemical techniques, blend formulation, computer modelling and general computations. The job also covers the fields of product formulation and assessment.

Qualifications:
Candidates should have a B.Sc (Hons) degree in chemistry or equivalent and also possess a good knowledge of mathematics. Experience in computer programming would be beneficial. An ability to type would also be an advantage.

Coworth Laboratory
A good starting salary dependent on qualifications and experience and other Unilever benefits of employment will be offered to the successful candidate.

Please write giving details of career history and quoting reference number CH-380A to:

Mrs J. Kenny,
Recruitment and Career
Development Manager,
Unilever Research, Colworth Laboratory,
Unilever UK Central Resources Ltd.,
Colworth House, Sharnbrook,
Bedford MK44 1LQ.

Teleprocessing Specialist

Salary Scale £6,773-£7,223 per annum

Required for our offices in E.C.1.

This post calls for experience in IBM Basic Assembler Language coupled with a knowledge of teleprocessing and telecommunications as applicable to a computer environment. The successful candidate will be responsible for the maintenance and further development of an already extensive teleprocessing network and advising on all aspects of communications hardware and software.

We operate two IBM 370/148 computers connected to a large network of sites involving the evaluation of IBM's Series 1 and similar equipment.

The software environment is DOS/VS and VM, utilising CMS for on-line program development. Batch work is handled by Intermedia MARK IV.

General holidays - Staff restaurant - Flexitime.

If interested, you may ring Ben Viljoen on 01-837 3300, Ext. 2330/2331 for further information and an application form, or simply send a brief outline of your qualifications and career to date and quoting reference CW to: Laurence O. Wild, C.I.E., F.I.C.P., F.I.W.E., Divisional Manager, Royal Docks Water Authority, Metropolitan Water Catchment, 173 Romsey Avenue, London, EC1R 4TP.

This post is open to males and females applicants.

Thames Water

£6K	COMPUTER AUDITOR
£7.5K	ANAL/PROG
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£10K	168 Finchley Road, London, NW3 8HP

GHANA

Ashanti Goldfield Corporation (Ghana) Ltd.

COMPUTER MANAGER

c. £16,000

A Manager is required for an I.T. installation on the goldfrane in Ashanti Goldfield, West Africa. The present installation consists of an ICL 1901/400, with TDS 10 and 16, AVAIL 4000 terminals. The possibility of installing a second computer to 200 users under consideration.

The successful applicant will be responsible for the administration and day to day management of the Department, and must be able to oversee all projects and quotations by details of specification. He must have experience of Project Management and Operations Management in a telecommunications environment, preferably ICL, and ideally will have worked in a similar installation with full involvement at all stages of systems, programming and operation and implementation. Experience of working overseas will be an advantage and the potential for promotion.

The contract period is 3 years, which may be extended by agreement, and is based on tours in Ghana for 10 months, with 2 months' home leave. Generous expatriate benefit package in line with modern thinking and includes full make provision for education either in Ghana or the home country. Enrolments are available in Ghana, with proper recruitment facilities, and the figure shown above is a sterling equivalent at the present rate of exchange. Please write in confidence, quoting ref. WJ.15, to:-

A. Orchard, Group Personnel Manager,
LONIRHO LIMITED,
Chequers House, 139 Chequers, London EC2V 8BL.

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Applicants are invited to fill this new position created as a result of our further expansion. We are looking for someone who has already gained experience in selling in the Computer Services Sector and wishes to join a successful International group whose activities are totally related to selling third party computer hardware maintenance manufacturers O.E.M's and End Users.

The successful applicant will join a small dedicated team operating from our Head Office Feltham, Middlesex and must be willing to travel throughout the U.K. and occasionally overseas.

An attractive salary will be negotiated and contributory Pension Fund is in operation. Company car will be supplied for your full time use.

Please write giving full details of your career data marking your application 'Private and Confidential' to:

The European Marketing Manager
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P.O. Box 13,
Unitel Centre,
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We are recruiting for an exciting and well established International Organisation who are currently offering a wide range of competitive products with the emphasis on intelligent terminals and network processors. Their products offer excellent price performance ratios and are enjoying considerable success in this expanding market place. Excellent technical support backed by strategic marketing

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MANCHESTER 061-833 0427

Freepost, Blackfriars House, The Paragon, Manchester M3 8BB

LONDON 01-935 0671

Freepost 13, 3 Mandeville Place,

Wigmore Street, London W1M 5LB



SCR

SPECIALIST COMPUTER RECRUITMENT LIMITED

City to £7500 + Mortgage

A large City-based bank is seeking Analyst/Programmers with 18 months' plus RPG II experience, including some Analysis. The Company runs an IBM SYSTEM 34, and experience on this machinery or on IBM SYSTEM 3 or 32 will be of interest.

The work is totally development, and the package includes Non-Contributory Pension, Free Medical and Life Insurance, and Subsidised Mortgages.

Reference PG 4/1

COBOL & PL1 PROGRAMMERS

West End to £7500

This international petro-engineering company runs an IBM 370/168 installation under OS, and requires PL1 & COBOL Programmers with around 18 months' experience. Progress into Analysis may be assumed, and any current experience here will be utilised at once.

The company operates a Flexi-time system, and can offer excellent career prospects, in terms of both experience and responsibility.

Reference PG 4/2

PL1 PROGRAMMER/ANALYSTS

N. London & Kent from £6500 + Mortgage

Two major companies, one financial and one in the computer electronics field require PL1 Programmers of all levels to do development work on their range of large 370's.

At least 1 year's experience is needed, with Senior people also required at suitably higher salary levels. Career prospects at both companies are first class, and benefits include LV's/Free Meals, Flexi-time, Cheap Loan & Mortgage Schemes, and possible Relocation Assistance.

Reference PG 4/3

City

Junior and senior operators with a minimum of 6 months' experience on any mainframe required urgently. Listed below is a small selection of current vacancies.

IBM	OS	S/LOR	4YRS	£6000
IBM	OS	SNR OP	2YRS	£6600
IBM	OS	OPERATOR	1YR	£4300
IBM	OS	OPS SPT	1YR	£4000
IBM	OOS	SNR OP	2YRS	£4600
IBM	OOS	OPERATOR	8MTHS	£4000
ICL	GII	SNR OP	2YRS	£4600
ICL	GII	OPERATOR	8MTHS	£4600
ICL	GII	OPERATOR	18MTHS	£4500
ICL	ANY	OPERATOR	8MTHS	£3600
H/WELL	GCOS	JNR OP	8MTHS	£3600
H/WELL	GCOS	SNR OP	2YRS	£5000
UNIVAC	90/80	OPERATOR	1YRS	£4600
UNIVAC	90/40	OPERATOR	8MTHS	£4400
UNIVAC	90/32	SNR OP	2YRS	£4600
UNIVAC	1108	OPERATOR	1YRS	£4600
NCR	261/83	JNR OP	8MTHS	£4000
BURROUGHS	MCP	JNR OP	8MTHS	£3700

£8000

A very large international engineering company have decided to expand their D.P. unit and branch into the commercial field. The person they are seeking should have at least 4 years' experience in Systems Analysis, and some design work. Knowledge of MINI's would be an advantage but is not essential. The company offers an excellent salary with all company fringe benefits.

Reference HK 4/4

PDP 11 PROGRAMMERS

All areas to £7000

If you have had at least 1 year's experience of programming on PDP 11's we have many vacancies which will be of interest.

Your experience should include programming in either BASIC + /BASIC + 2 ASSEMBLER, or FORTRAN under RSTS, RSX11 etc. Applications very from highly technical to commercial and telecommunications.

All positions offer excellent salaries combined with the opportunity to progress in your particular field.

Reference HK 4/5

FORTRAN PROGRAMMERS

City

The Data Processing Division of a long established civil engineering giant is seeking capable programmers to work on their growing range of projects. These vary from management information packages to financial and technical modelling with graphics.

A minimum of 12 months' Fortran experience is required and any knowledge of graphics would be an advantage.

The company offers very good salaries with all the usual large company benefits.

Reference HK 4/6

DATA CONTROLLERS

IBM	OS	BMTB+	Civ	£2000+
IBM	OS	2YRS	Various	£6000
ICL	GI/+	1YR+	London	£2200+
BURROUGHS	MCP	1YR	City	£3600

MYRIAD OPERATIONS

Computer Personnel Consultants

PRODUCTION CONTROL & OPERATIONS

S.W. LONDON'S Foremost DUAL 2960 Installation: To £4500 + Shift

Several excellent opportunities currently exist within one of the most advanced ICL 2900 installations in London. The present configuration consists of dual 3Mb 2960's running under DME and VME/B, with two communications processors controlling a T.P. network of terminals throughout the U.K., handling input and enquiries from regional offices. Conversion from the previous ICL 1900's is well advanced and the new machines are due to go live in May, following which a number of new applications have been identified for development.

PRODUCTION CONTROL: Five first-class vacancies exist for a Control Supervisor and four Controllers. These have arisen as a result of a major revision and expansion of the control department and its function. Apart from providing the primary user interface the team is also responsible for the maintenance of job control and the retrieval of run error situations. The Control Supervisor should be able to offer three years, or more, experience in a production environment using any manufacturers' hardware. The Controllers will offer experience in excess of one year, coupled with the enthusiasm and drive necessary to succeed in a technically sophisticated and demanding installation.

OPERATIONS: This is a rare opportunity for a keen Senior Operator, with a minimum of two years' experience on ICL 1900 hardware, preferably using Manual and GEORGE II, to move into an advanced 2900 installation. As a key member of a small team the person appointed will be responsible for ensuring efficient throughput to schedule, and will be expected to become fully capable of tracing and fixing most system failures.

At present both Production and Operations teams work on a two shift basis for which a 12½% premium is paid. A range of fringe benefits is also offered which make these outstanding opportunities particularly valuable to persons seeking a rewarding career within the D.P. industry.

Ref. SW2/2501

24-hour answering service

Please telephone for a confidential discussion or write to:

30 Fleet Street, London EC4Y 1AA
01-353 0981

PROGRAMMER / ANALYST

Barkshire £6,000+

A graduate with around two years' commercial or technical experience is required to work for the Computer Division of a specialist petroleum consultancy. A knowledge of technical languages (e.g. Fortran, Basic) would be an advantage, and the appointee will be expected to learn MUMPS.

The office is only five minutes' walk from Ascot station and has a POP 11/34 installed. There may well be some opportunity for overseas travel, particularly to Germany and the Netherlands.

Please telephone for an application form or write with full details of your career to date.

Petrodata Systems
11 High Street, Ascot
Berks SL5 7JE
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(Ansafone out of hours)

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To arrange an immediate interview, telephone CLIVE HARRIS on 01-402 9332 (During the day) or CRAYFORD 51464 (7p.m. 9p.m.), quoting REF: CRR 25.

For further information about any of the above vacancies, please write to Chris Wilson or Mike Bussey.

 Sanderson Executive Recruitment

Chief Applications Programmer

Applicants should be fluent in FORTRAN and have knowledge of some relevant applications packages.

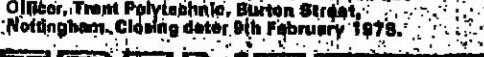
Chief Program Adviser

Applicants should be able to program in at least two languages, FORTRAN, COBOL, BASIC, or ALGOL and have experience in dealing with people.

The Department provides a service to the Polytechnic based on the OEC 20 imaging machine plus PDP 11/40 and a Data General Nova.

Salary for both posts: £5,000 (£1020-£6091-£8258 plus a supplement of £312).

Further details and form of application available from the Assistant Director and Chief Administrative Officer, Trent Polytechnic, Burton Street, Nottingham, closing date 8th February 1979.

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Applications from both men and women are welcome.

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Salary to £6200 plus up to 15% bonus.
We require experienced systems support programmers to assume responsibility for supporting, enhancing and controlling our production systems. The major programming language is PL/I, but we would consider people experienced in other languages for re-training. A knowledge of banking systems, especially in the areas of Facilities and Commercial Loans, will be a distinct advantage.

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We require an experienced data general programmer with COBOL, and if possible some Assembler experience to work on the development of a sophisticated FOREIGN EXCHANGE DEALERS DISPLAY SYSTEM. You will be the senior in-house applications programmer on the project and will be expected to take overall responsibility for supporting the production system, as well as playing a key role in its development and enhancement.

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Salary to £6200 plus up to 15% bonus.
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- 1 Direct the design and justification of computer based systems that will meet the needs of the University.
- 2 Review the progress of jobs in production.
- 3 Set up and regularly review operational standards
- 4 Advise the system analysts and determine the interface between jobs split amongst them.
- 5 Applicants should have a minimum of three years' experience in ON-LINE applications.
- 6 Priority is given to applicants with experience in University Environments.
- 7 Bids should be sent to:

DIRECTOR OF COMPUTER CENTER KUWAIT UNIVERSITY

P.O. Box 6488
KUWAIT
STATE OF KUWAIT

All applications must include POSTAL ADDRESS AND PHONE NUMBERS.

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One of the world's leading micro computer manufacturers currently enjoying an annual growth rate of 40% is about to launch its own service group. This new venture could be your opportunity to join a dynamic company, gain experience in a wide range of industries and applications with prestige products. Start at £6,500, plus £4,600 towards the car of your choice plus many other benefits. If you are a service/customer engineer with good academic background / computer experience, live in London or Home Counties, then take a big stride to an exciting new career with excellent future prospects by calling today. — but hurry!

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£5,000+

Applications are invited from both men and women having three years experience of programming in COBOL. Experience of PLAN would also be useful as would experience in Systems Analysis work although appropriate training will be given in this field.

The vacancy exists in the Systems and Data Processing Department based at our Head Office in Gloucester where current systems are run on an ICL 19031 128K VDU's based on ICL 7502's and a variety of Nixdorf mini-computers. By the end of 1979 this hardware will have been replaced by a ICL 2960 under DME with EDS 100's.

The post carries a commencing salary in excess of £5,000 per annum, and applicants, who should be self-motivated and willing to tackle tasks without day to day control, will have ample opportunity to develop from this level in a challenging environment.

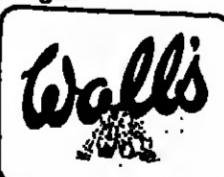
The company is a member of the Unilever Group, and conditions of employment, therefore, are consistent with those of a large, progressive organisation.

Please write (or telephone Gloucester 21521 Extension 2174) in the first instance for application form quoting reference no. 79/01 to:

Personnel Manager (Administration), T. Wall & Sons (Ice Cream) Limited,

Walls House, Gloucester, GL4 7HB.

All applications will be acknowledged.



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Availability — Full or Part Time

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TEL: 031-226 5947/5953

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Required to assist a team of scientists undertaking research in medical genetics. Initial responsibility will be the development of programs for the analysis of biomedical, clinical and experimental data. At least two years' experience of Fortran programming is essential and the handling of large scale data files would be an advantage.

Salary range £3936 to £5266.

For further information and application form telephone or write to Miss S. M. Hurley, Imperial Cancer Research Fund, Lincoln's Inn Fields, London, WC2, on 01-242 0200 ext. 305.

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SHEIRA GRAPHICS, a growing company with a big future in the Graphic Arts Industry, require Field Service Engineers to service computerised phototypesetting systems throughout the UK. A Company car is provided and there will be opportunity for significant overseas travel. Applicants should have experience of computer controlled systems, floppy or rigid disks, visual display terminals, etc. at home with basic machine language and software diagnosis. Good.

The position will be based from our office in SLOUGH.

Apply in writing or phone SLOUGH 38779/0
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Sheira Graphics Limited
283 Fernham Road, SLOUGH,
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Tel: 01-212 2222

MARTON ASSOCIATES OF TRAfalgar Square

Specialists in the complexities of today's recruitment market. Our selection staff have first hand experience in management sales and all aspects of the computer industry.



AREA SALES MANAGERS

THROUGHOUT UK

£20,000+

Our Client, a leading manufacturer of distributed mini computer systems is expanding so successfully that several vacancies are occurring for Area Sales Managers. Responsibilities include obtaining new multiple sales from large companies who are IBM based or who seek a stand alone network. Early promotion will extend to team management throughout the U.K. 2010 c.c. Corina Ginn, BUFA, Company Insurance, Pension Fund and relocation expenses. You will already be successful with 3/5 years mainframe experience. Knowledge of IBM and corans. useful. Must have strong power to negotiate large contracts. Must present a smart image and project well with Senior Management. C100

SENIOR SYSTEMS ANALYSTS

NORTH LONDON

£7,200+

A major banking organization in North London who have installed 2960's seek several candidates with at least 3 years' experience, some preferably on line. Successful applicants will enjoy the challenge of developing on line projects with user contact. Excellent opportunities to move into management positions. Relocation expenses if required. usual large company benefits.

SERVICE ENGINEER MANAGER

MILAN, Italy

£10,000+ Profit Share + Car

Due to continued expansion, our Client engaged in the design and manufacture of computerised capital equipment with a group turnover of £40 million has a vacancy for a manager in their Milan office. Italian not necessary. Initially he will be responsible for the installation of sophisticated electronic equipment to industry in the major cities of Italy, and will be expected to train and manage his own team. Applications are invited from young candidates under 36 with a degree in Engineering or equivalent with some exposure to Computer, Industrial and Electronics associated with Process Control. An attractive relocation package is offered coupled with a company car and excellent career prospects into Technical or General Management. C310 Contact Miss Burke

OPERATORS

LEATHERHEAD

to £6,000

A major manufacturer in the heart of Surrey requires two operators, one of senior level for its on-line IBM installation operating under DOS. The operator will have at least 1 year's experience in DOS and can expect to rise to up to 15,000 including shift allowances and overtime. The senior operator will have at least 2½ years' experience (preferably supervisory) and will earn in the region of £6,000. Two shift operation. Good fringe benefits including sports and social club and subsidised restaurant. C400

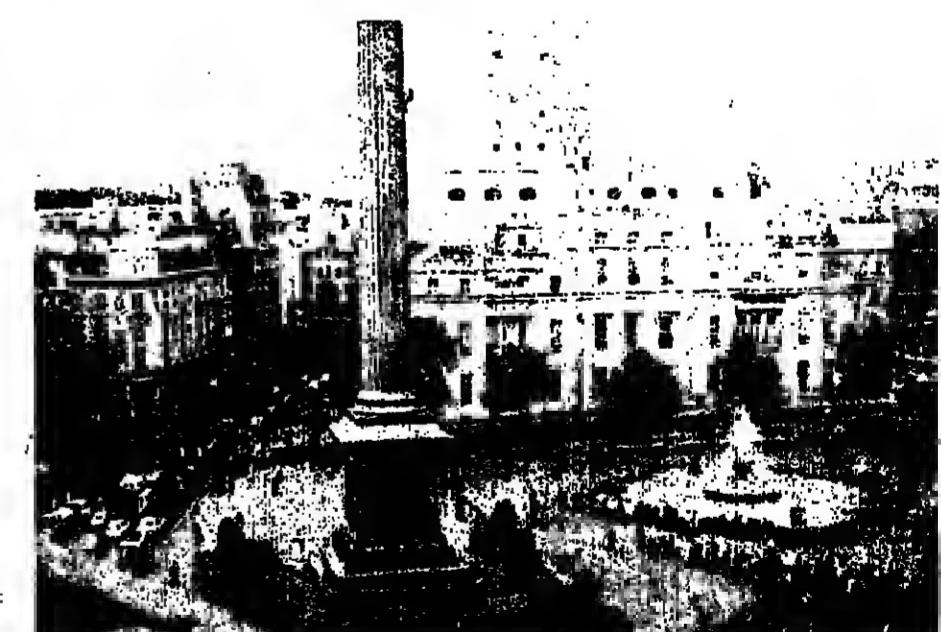
CONTRACT/PERM S/AS & PROGRAMMERS

LONDON AND SE

to £10,000

Borehamwood, Birmingham, Borehamwood, Chatham, Croydon, Epsom, Gillingham, Gravesend, Ilford, London, Oxford, Romford, Tadworth, Uckfield, Watford and throughout London. £500

WILL HELP YOU GET TO THE TOP



Executive and sales people. Consultants, Analysts, Programmers and Operators both permanent and contract. Service engineers and accountants in computer related fields.

MARTONASSOCIATES

FOR PROFESSIONAL PEOPLE AT THE CROSSROADS,
Suite 628, Grand Buildings, Trafalgar Square, WC2

01-839 4169, Alternative Lines 839 4689/5107

SALES EXECUTIVES (TURN-KEY MINI COMPUTER SYSTEMS)

**SALES TERRITORIES
MIDLANDS & SURROUNDING
COUNTIES**

**ON QUOTA EARNINGS
£13,000 P.A. +
PLUS COMPANY CAR**

Our Clients based in the West Midlands, are a fast growing and well respected supplier of turn-key mini computer systems with a substantial and impressive Client base.

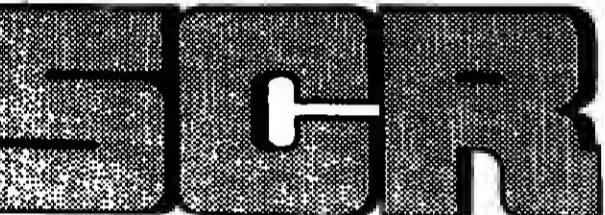
The Company market excellent products in hardware and application package terms, coupled with good technical support resources.

Candidates should have a proven sales record within the mini computer sales field, a sound business understanding and the motivation and determination to succeed.

In return the Company offers a stimulating working environment amongst professionals, realistic and achievable quotes and genuine long term career prospects. For further details and an immediate confidential interview contact:

RICHARD CHAMPION ON: 021-236 3781 (24 HOUR ANSWERING SERVICE)
OR HAGLEY 4166 (EVENINGS & WEEKENDS)

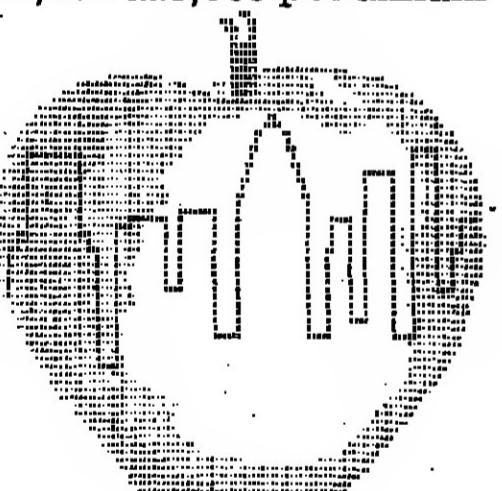
SPECIALIST COMPUTER RECRUITMENT LIMITED



BIRMINGHAM 021-236 3781
Freepost, Equity and Law House,
36-37 Great Charles Street Queensway, Birmingham B3 2BR
MANCHESTER 061-833 0427
Freepost, Blackfriars House, The Parsonage, Manchester M3 8BB
LONDON 01-933 0071
Freepost 13, 3 Mandeville Place,
Wigmore Street, London W1M 8LB



NEW YORK
£8,000-£13,000 per annum



New York. The Big Apple. Ripe with opportunities for people in the computer industry. Right now, offering unrivalled experience in the most sophisticated business and financial environment in the world.

Our client, Computer Technicians Incorporated Systems Division, a U.S. based consulting firm, is looking for Programmers and Systems Personnel to join major U.S. bank, located in the Wall Street area of New York City.

Candidates for these permanent positions must have a knowledge of IBM and/or NCR systems. Vacancies exist for:

PROGRAMMERS
with a minimum of 3 years' experience.

**PROGRAMMER
ANALYSTS**
with a minimum of 3 years' experience.

SYSTEMS ANALYSTS/
PROGRAMMERS

**SENIOR
SYSTEMS ANALYSTS**

If you're tempted, simply telephone 01-937 8241, arrange an interview, or apply in writing, with all curriculum vitae to:



P.O. Box 834, Wright Lane,
Kensington, London W8 8SR.

SYSTEMS ANALYSTS PROGRAMMERS

Due to the continuing expansion within the Systems Department, we have a number of vacancies for Systems Analysts/Programmers for the systems and programming areas, and the software and application support sections. The department currently operates:

ICL 190BA under G3
ICL 2800 under VME/B
(Using mainly COBOL for commercial applications)

Candidates for the above positions should preferably be fully experienced, but we may be willing to train in some instances. Provided academic qualification is to HNC/Degree standard.

Those are responsible positions offering attractive salaries based on experience. In addition the Corporation offers a Pension and Life Assurance Scheme, Sports and Social facilities and excellent canteen facilities.

Please write or telephone for an application form to:

**Employment Officer
BRITISH AEROSPACE AIRCRAFT GROUP
Gatwick, Midleton
MANCHESTER M24 18A
Telephone: 061-661 2020 extension 387**

The Polytechnic of North London

HEAD OF COMPUTER UNIT

Applications are invited for the above post which involves responsibility for all functions of the Computer Unit including operation, systems programming, data preparation and advisory services throughout the Polytechnic.

The Computer Unit has a DEC System-10 computer with a large range of peripherals providing multi-access and batch processing service and has a staff of about 30.

Applicants should be graduates with considerable experience in the hardware and software fields, some of which should be at management level.

Salary Scale: £7827-£8820 (including London Allowance).

Application form and further details from Establishment Officer, Polytechnic of North London, Holloway Road, London N7 8DB.

Closing date 16th February, 1979.

Lowndes-Ajax expansion creates rewarding sales opportunities

CROYDON

Mailing & Fulfillment System

This position has been created to capitalize on the company's experience in the above field, by selling a sophisticated mailing system entailing a degree of individual tailoring to large user requirements, in order to gain a major share of this market. The successful applicant may currently be working as a project leader/systems analyst although sales experience would be an asset. Each system could be based on DBMS and RJE so knowledge of these techniques will be useful.

Computer Output Microfilm

The purpose of this post is to maintain and further increase the current rate of market penetration. An experienced sales executive with a sound knowledge of COM and Microfilm techniques, together with an on-going interest in this expanding sector of the computer market, is required to sell the service to a wide variety of users.

The successful applicant will be joining an established COM Bureau, already servicing a large number of satisfied customers. He will be backed by an experienced and dedicated support team using advanced equipment.

Personnel Information Systems

The company, already considerably experienced in DBMS related systems and all types of telecommunications, is developing a new specialist service aimed at providing an interactive system designed around the System 2000 DBMS operating on large IBM 370's. This development requires a sales executive with experience of DBMS and/or personnel-related systems, preferably in a sales capacity or as a project leader, to assist the Company's advance into custom-built database applications such as, the Personnel Information Systems market.

Lowndes-Ajax Computer Service

Applications Payroll and Personnel Ledger and Fixed Assets Custom-built Systems Mailing Manufacturing Systems Financial and Insurance Systems

Facilities C.O.M. Data Preparation Remote Batch Computing Interactive Computing System 2000 DBMS Simple Corporate Modelling

WARRINGTON

Financial Accounting Systems

A knowledge of Payroll and Ledgers with ability to negotiate at a senior level, is required for this post. A background in E.D.P., preferably with IBM mainframes is desirable. An interest in Database and remote computing would be an advantage. The successful applicant will be required to use initiative and to work without close supervision.

Remuneration

All these positions carry a basic salary of over £6,000 and commission package producing earnings of £8,500 based on very realistic quotas. Rewards considerably in excess of £10,000 are currently being earned as a result of above quota performances.

Job Structure

Successful applicants will join a sales team structured on an hierarchical basis offering excellent opportunities for advancement to leadership status.

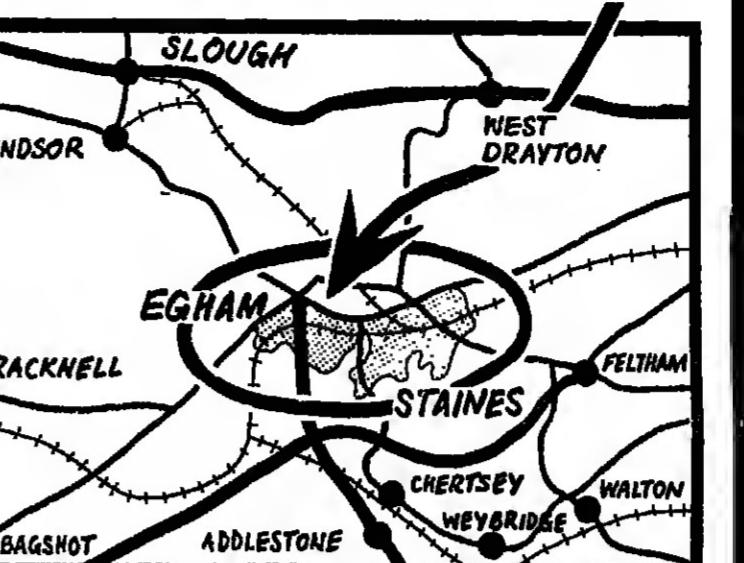
Fringe Benefits

Each post includes a company car plus other exceptional benefits such as mortgage subsidy, B.U.P.A., pension scheme and membership of an excellent sports and social club.

Applicants for these posts should in the first instance write with full C.V., or telephone

Mrs. Liz Hilton,
Lowndes-Ajax
Computer Service Limited,
Milton House, Milton Road,
Croydon, CR9 2XG.
Tel: 01-689 2244.

LIKE TO WORK HERE?



If Staines/Egham is an easy place for you to get to, you could well be interested in one of the current openings with our clients — a busy, lively Company engaged in the manufacture and assembly of electronic components. With the support of a new top management team, a number of incoming and manufacturing systems are being developed, using ICL 2904 and on-line facilities in the administrative offices. The installation is conveniently situated close to shops, banks, etc., and relocation assistance will be given where applicable. Our clients are committed to the development of skills by a planned schedule of training.

SENIOR ANALYSTS £6500-£8000

These posts will interest practical, well-organized people who are happy working in a manufacturing environment. There are opportunities to take project responsibility, including team leadership, in the fields of Finance and production. (Ref. 972)

O&M ANALYST

This is a new appointment, and the successful candidate will be the first O&M practitioner in the Company will have plenty of scope to design and implement improved methods. A sound O&M background is required, with some supervisory experience, since there is the potential to build a small team in the near future. (Ref. 978)

c. £6500

This opening will interest a practical, effective programmer, with control and/or PL/I experience (preferably ICL). As a member of a small team (in addition to being involved in new applications, including on-line systems) you will have the opportunity to further your technical experience. (Ref. 971)

c. £5500

This opening will interest a practical, effective programmer, with control and/or PL/I experience (preferably ICL). As a member of a small team (in addition to being involved in new applications, including on-line systems) you will have the opportunity to further your technical experience. (Ref. 971)

Please ring us for a confidential talk, quoting the appropriate reference, or leave a message on our answering machine after hours and we'll contact you. Initial interviews will be held either at our offices or in your home area.

EDP SYSTEMS 01-637 5796
52-53 Margaret St. London WIN 7FF

IBM Programming Experience?

Programmer/ Analyst

ICL's Pharmaceuticals Division is looking for a young man or woman with at least 2 years' programming experience using IBM 360/370.

Comprising analysis, programmers and a data control function, the section is responsible for systems analysis, design and programming and production of divisional management accounting information. As a programmer/analyst you would be responsible both for development work and the operation and maintenance of current systems, with good scope for career development.

Aged around 22/32 with a university degree or equivalent, you will need a good knowledge of PL/I. Experience with on-line systems would be an advantage.

The Division is situated in a delightful and easily accessible part of the Cheshire countryside. A remuneration package of around £6,000 would be offered to the successful candidate and other benefits, including relocation expenses, sports and social clubs are excellent.

For information and an application form, ring Kate Hudson on Alderley Edge 582828 or write to her at:



Personnel Department,
ICI Ltd.,
Pharmaceuticals Division,
Alderley House,
Alderley Park,
Macclesfield, Cheshire.

Recruitment



in Informatics

Burroughs Programmers & Analysts Belgium and Netherlands

Salaries: £12K-£15K

An important Financial and Banking institution based in the Benelux and having one installation in the Netherlands and its Head-Quarters in Belgium requires PROGRAMMERS and ANALYSTS to join its Development Teams in Spring, 1979. Both installations run BURROUGHS mainframe hardware and consequently it is pre-requisite to offer current expertise on that company's medium and large scale equipment either in a Programming or Analytical/Designing capacity. These opportunities represent an outstanding opportunity

Coral 66 Programmers Hertfordshire or Central London

Salary: £6K-£8.5K

One of the U.K.'s foremost Hardware Design and Software Supply Companies urgently requires additional team members for one of its prestige projects. Whilst previous hardware experience is not relevant it is essential that applicants are fully conversant with CORAL 66 and preferably either Mini/Micro Assembler or mainframe FORTRAN. Those who have experience in the development of systems and software, compilers and operating systems are of special importance, whilst for other

Snr/Jnr Mini/Micro Specialists Denmark

Salaries: £9K-£15K

Our client is a major International Systems and Software Development Group recognised as Market Leaders in its field. Owing to continued expansion in a wide variety of applications areas, including Data Communications, Message Switching, Computer Networking and Mini Computer Software, a significant number of experienced permanent personnel are urgently required. Emphasis will be placed on technical achievement and in-depth experience in the areas of activity outlined above. Whilst a degree or equivalent qualification in either Computer Science or Mathematics is desirable, significant relevant experience will be considered in lieu.

Database and TP Specialists Belgium and Thames Valley

Salaries: Europe c. £16K UK c. £10K

One of the World's foremost Software Suppliers of U.S. origin has requested Logistix to identify top calibre T.P. and/or Database Analysts, Designers and Software/Applications Programmers up to and beyond Team Leader level for permanent career based positions to the West and North of London or immediately at the company's European Head-Quarters in Belgium. The high salaries reflect the prominence which our client places in the acquisition of these personnel who are certain to rise rapidly.

Suitable applicants must have current on-line (T.P.) or Database applications or systems programming experience using PL/I, COBOL or BAL. It is anticipated that candidates will have worked with on-line or DB, applications for 2 years or longer. Applications cover on-line enquiry systems, sales

Systems Development (Pre and Post Sales) Central London and Thames Valley

Salary to £10K + car

Two divisions of a prestige Systems and Software Development Group are seeking additional personnel at all levels of experience. Generally speaking, applicants should have experience in one or more of the following application areas:- COMMERCIAL - equipment selection and implementation, organisational reviews and systems development plans. TECHNICAL - compiler design, operating systems and communications software. In both divisions you

Logistix, Freepost 32, London W1E 3YZ

Licenced by D.O.E.
Licence No. SL (A)2887



Telex: 28800

MYRIAD

DATA COMMUNICATIONS SALES South of England

With the increasing trend toward distributed processing and satellite computing facilities, data communications is now one of the foremost growth areas within the established reputation for technical sophistication coupled with the flexibility to provide users with a "total-solution" to communications requirements. To cope with the ever increasing demand for their products, the company is currently expanding its sales team and is able to offer a number of exceptional opportunities for both Field Sales and Internal Sales personnel.

FIELD SALES

The ideal candidate will have previous experience of selling data communications equipment. However, a sales background in any relevant field will certainly prove useful since extensive product training will be provided as will technical support in the field. A good basic salary is offered plus a generous commission scheme, bonus, and company car. Commission will be guaranteed for an initial period and the first year quota earnings are circa £8000, which one may confidently expect to exceed.

The company headquarters are based in Berkshire and currently vacancies exist in territories throughout the South of England. In a major organisation, where sales have developed rapidly in recent years, the persons appointed can look forward to a dynamic and challenging future where career opportunities are unlimited.

MYRIAD APPOINTMENTS LIMITED
30 Fleet Street London EC4Y 1AA
01-353 0981 24 HRS.

Rec. SW1 / 2501

OPERATOR and SENIOR OPERATOR

— Central London Mini-Computers

Salary ranges
Senior Operator £3,600-£3,800
Operator £3,250-£3,450

London Transport has vacancies for an Operator and a Senior Operator for its 2904 Mini-Computers.

These machines are:

* Involved in a variety of applications including File Inquiry, DOE, Batch Processing and RJE to mainframe computers.

* Located in the St. James's Park and Paddington areas

* Normally operated in three 8 hour shifts covering the period 0715-2000.

Applicants should have some experience of computer operating, and for the senior position at least 18 months' experience is needed, part of which will ideally have been in a supervisory capacity.

There are several attractive fringe benefits, including FREE TRAVEL AT ALL TIMES ON LONDON TRANSPORT SERVICES.

Write for an application form, quoting ref. 864/C to Staff Appointments and Development Officer, London Transport, 58 Broadwick, London SW1H 0BD, or phone 01-222 8900 ext. 833.

**LONDON
TRANSPORT**

PROGRAMMING WITHIN EUROPE

We are CP Management Consultants advising large manufacturing and retail outlet concerns in Holland. Our clients have asked us to establish Project Teams for them. For this purpose we require:

ICL 1800, 2050; Systems Programmer with relevant experience that just experience in Groups 2+ VME/IOL, data communications and IBM 360-370. Systems Programming of above criteria but in relation to DOS/VS, Informix, SVA and 375 terminals concept.

Applications: Programmer, experience of more than 2 years in Cobol and/or assembler, preferably but not necessarily on IBM/360 mainframe.

These positions are offered on a contract or permanent basis with us, subject to mutual agreement. In return for expertise and dedicated work, we offer promotion and prospects compatible with a newly founded partnership.

Please write or telephone for further details:
J. F. KANDEHEER, B.V., TRONKEBOEKLAAN, 2B, WOERDEN
3445XL, HOLLAND. Tel. 010 31 3480 17346

Ring David Abbey for further details on 01-261 8016.

BLACKWOOD ASSOCIATES PROGRAMMER R.P.G.11 BIRMINGHAM To £5,000+

This major IBM Systems 3 installation requires a competent RPG 11 Programmer. Experience of TP systems would be an advantage but is not essential.

An exciting range of projects involves On-Line and Batch systems for a number of users within the Group throughout the U.K.

An excellent salary and fringe benefits are offered to candidates having appropriate experience.

Job Ref. 4/173

GP House, 155 Hemstead Road, Handsworth
Birmingham B20 2RL
Telephone 021-523 4520 (24 hours) or 021-551 2357
Phone or write (no stamp required) to:
Blackwood Associates, FREEPOST,
Birmingham B20 1BR
All opportunities open to male and female applicants.
Registered under the Employment Agencies Act
1973 — Reg. No. M63.

CLASSIFIED COPY

All classified copy should reach our offices no later than 8.30 p.m. on the Monday preceding Thursday's publication. If complete artwork is supplied 12 noon on a Tuesday.

Please write or telephone for further details:
J. F. KANDEHEER, B.V., TRONKEBOEKLAAN, 2B, WOERDEN
3445XL, HOLLAND. Tel. 010 31 3480 17346

Ring David Abbey for further details on 01-261 8016.

**LONDON
TRANSPORT**

Metropolitan Borough of Trafford

Borough Treasurer's Department

DATABASE SYSTEMS ANALYST/PROGRAMMER

SO1/2 (24920-25748 plus £312 supplement)

The Council operates an IBM 370/138 under DOS/VS and VM/CMS. A second is now being developed using RAMIS II and this will cover a wide range of the Council's applications.

The successful candidate will be required to work with the Database Administrator on the introduction, development and the setting up of the comprehensive database. He will also be expected to work as a member of the team on a wide range of tasks to assist the Systems Programmer in his software development, including the integrity of the database system. He will gain wide and varied experience in the use of a large number of different computer languages and should enjoy job satisfaction.

Applications are invited for the above post from competent and experienced people with who have a sound knowledge of COBOL, PL/I, C, FORTRAN, BASIC and PASCAL.

Interviews will be held on 1st February 1979. Completed forms and further information from Mrs S. Davies, Tel. 01-994 0011. Completed forms should be returned to the Borough Treasurer, PO Box 10, 100 Stockport Road, Sale, Cheshire, M32 7BB by 5th February.

Ring David Abbey for further details on 01-261 8016.

CONTROL DATA EDUCATION SERVICES DIVISION

SENIOR SALES EXECUTIVE

"COULD YOU SELL A SOCIAL REVOLUTION?"

PLATO is a computer-based system which is revolutionising the effectiveness and delivery of education and training. Its applications are already as diverse as the teaching of numeracy to deprived children and the training of airline pilots.

In the United Kingdom its rapidly growing client base includes industrial, commercial and government users, and allied activities include extensive involvement in the Manpower Services Commission TOPS scheme.

WE ARE SEEKING A SENIOR SALES EXECUTIVE WITH A PROVEN RECORD OF SALES SUCCESS, PREFERABLY IN COMPUTER OR EDUCATION SERVICES, TO BE RESPONSIBLE FOR SELLING PLATO THROUGHOUT THE U.K.

High intelligence is a fundamental prerequisite and a degree in a scientific or social subject or in education would be a significant advantage. The wide range of opportunities presented by this unique position can only be fully explored by a person with a creative and flexible mind, a thoroughly results orientated approach to business, the personal stature to negotiate at the highest level and clear potential for rapid advancement into management.

The job will be based in CENTRAL LONDON and annual on-target earnings will be in excess of —

THE SALES AND MARKETING BIT

Demonstrations that fail to meet simple objectives

DEMONSTRATIONS are seldom a roaring success. They usually fall into two categories: unsatisfactory or disastrous.

A satisfactory demonstration is one where the salesman is able to prove to the client that all the claims he has made about the equipment are valid. As with the sales proposal, there are no surprises, merely confirmation of product features already discussed. It is a situation which enables the potential buyer to move from the unknown to the known in predicted terms.

Unfortunately, most demonstrations fail to meet these simple objectives, and all for the same reason — lack of forethought and planning.

By far the most important aspect of a demonstration is deciding upon those features which are relevant to the client's needs and concentrating upon them. A demonstration which equally explores every aspect of a machine's performance is not an effective selling exercise. Irrelevant features serve only to confuse. What is the point in displaying even the most impressive facets of the equipment at the potential user if he need not know it in the whole world?

The final thing the salesman must never forget to say is "Thank You", both verbally and subsequently in writing to all the people involved in the prospect's attending, the existing client for the use of his equipment and hospitality, and his colleagues for their assistance.

There is always a real time TRADER

It is therefore essential that the salesman decides which facilities are of interest to the client, well before the event, and concentrates upon those.

The organisation of a demonstration needs as much planning and consideration as a second Day.

First, the overall administration. Where will the demo be held — existing client, own office? When is the machine available? Can the client make it on that day? Who will be attending on the prospect's behalf? Who will be needed on the salesman's side? Will refreshments be required — coffee, lunch? Does the client need to be met or collected? What relevant literature will be required — equipment, software, proposal?

Then the product itself. It must be the one on which the prospect is about to make a buying decision, which in turn is the one he is expecting to see, not a bigger one, or a smaller one, nor one with different features. This must be established well in advance. The demonstration should be practised not only well before the event but also immediately prior to the live run, in order to cater for any last minute equipment fail-ures.

If the salesman needs to call on his assistance from technical staff, they should be involved right from the outset.

If the demonstration itself should be structured, starting from one relevant feature to another, with a natural pause at each stage to agree the related benefit.

The salesmen must be in control of the demonstration throughout whether he or a technician

Central Public Health Laboratory
National Computer Type
Cultures (N.C.T.C.)

SYSTEMS DESIGNER/ PROGRAMMER

A systems designer/programmer, part of a team of specialists required for the operation of this unique educational resource. Duties involve technical liaison and identification of problems and the development of solutions to computer shared data bases. Systems use Optical Disc Reader/Tapes, Data Processor, Magnetic Media, etc. Full remote tape terminal connected to the TELUS time sharing system, current software in FORTRAN IV. There is responsibility for the maintenance and repair of the system and the efficient storage and retrieval of data and its transfer to other systems. The post involves considerable supervision would be given for specialised training if required.

Training dependent upon junior manager's ability in appropriate subjects and experience.

Salary scale: Scientific/Professional scale £2,891-£4,276. London Weighting £100.00. London Weighting scale £1,798-£2,490. London Weighting or Senior Scientific scale £4,011-£5,411. (£5,411 + London Weighting scale £1,798-£2,490). Telephone 01-994 0011. Application form Ext. 121 — Central Public Health Laboratory, Colindale Avenue, Colindale, London NW9 5DU. Closing Date 14.2.79. £5,024-£6,024. London Weighting.

Any Q1 2015 7041 for more detailed information.

For detailed information apply to Ext. 121 — Central Public Health Laboratory, Colindale Avenue, Colindale, London NW9 5DU. Closing Date 14.2.79. £5,024-£6,024. London Weighting.

UNIVERSITY OF
EDINBURGH

COMPUTER OPERATOR

Required for the provision of local Operational Support to the University's Data Processing Unit. Applications should have had experience in a similar role, and be able to demonstrate a good knowledge of the University's central computer system. Good communication skills are essential. Applications should be sent to the Personnel Officer, University of Edinburgh, 83 South Bridge, Edinburgh EH1 1LS. Telephone No. 031 550 2030.

University of Edinburgh Computer Officer

Applications are invited for the post of Computer Officer. The post holder will be responsible for the operational control of the University's computer system and will have overall responsibility for computer systems.

Salary scale £3,093 to £6,556 a week.

Application form and further particulars are available from the Personnel Officer, University of Bradford, Bradford BD9 4JF. Tel. 0535 62010.

Any Q1 2015 7041 for more detailed information.

For detailed information apply to Ext. 121 — Central Public Health Laboratory, Colindale Avenue, Colindale, London NW9 5DU. Closing Date 14.2.79. £5,024-£6,024. London Weighting.

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Any Q1 2015 7041 for more detailed information.

NEW ZEALAND

The Computer Services Division of the New Zealand State Services Commission has the following vacancies for ECP staff experienced in developing and maintaining mainframe systems, large scale equipment and data communications networks.

SENIOR SYSTEMS PROGRAMMERS / SYSTEMS PROGRAMMERS
(Salaries up to NZ \$14,500)**SHIFT SUPERVISORS**
(Salaries up to NZ \$13,000)**SENIOR OPERATORS**
(Salaries up to NZ \$11,500)

Positions are available at:

Wellington — Both the Pines and Cumberland Computer Centres are situated in the city environment.

The Pines centre operates a dual Burroughs 84700 supporting a nationwide network at Howlett Packard terminals.

The Cumberland Centre operates an IBM 180 running under ASVS/JFS 2. Many networks are under development using both ASVS and IMS. A demanding environment exists with a large user base across a variety of Government departments.

Upper Hutt — The Technical Computer Centre is situated 20 miles north of Wellington and operates an ICL 2980 supporting a network of terminal computers and terminals.

Wanganui — (West Coast North Island) — if you feel like a change from the large city environment this centre offers a large transaction processing system operating UNIVAC 1100 (3 x 2) under EXEC 005 with TIP, OMS and CMS.

Assistance will be provided to staff recruited in U.K. to move their family and household effects to New Zealand.

The Systems Manager of the Division's Computer Centres in Auckland, Wellington and Dunedin, Mr Roger Mylne, will be conducting interviews in London in March 1979 in conjunction with a New Zealand Immigration Officer.

Applications and other information can be obtained from The Chief Migration Officer, New Zealand House, Haymarket, London SW1Y 4TD. You should quote reference Jan 27/336/8.

Free and easy job hunting from your armchair!

The 'footlogging' search for a new job is over!

Thanks to 'Computerjob' — work opportunities are as close to you as your phone!

Simply ring the number below, supply our receptionist with a few relevant details — type of work required, salary and area — together with any qualifications or previous experience. These will then be immediately fed into our computer and crosschecked with 1000's of jobs registered by prospective employers.

Within seconds, depending on availability, we will give you up to 6 suitable vacancies over the phone.

So whatever trade, business or profession you are interested in, ring us between 9.30 am and 5.30 pm Monday to Friday. You've got nothing to lose — it won't cost you a penny — and we could show you a better way of life.

Computerjob

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TARGA COMPUTER DIVISION
3 LIVERPOOL STREET, LONDON, EC2M 7UH
01-283 2751

LANCESTER POLYTECHNIC
Coventry**CENTER**

Due to expansion of the Computer Centre and in order to prepare for the replacement of the current ICL 19035 computer there are vacancies for

3 Chief Programmers£5727-£6342 or £6060-£6702
or
£6513-£7230

THE JOB:— These three posts are the most senior programming appointments in the Computer Centre and between them, they will be responsible for the work of over a dozen programmers.

REQUIRED:— At least five years post graduate experience with demonstrable achievements including project management and to have high educational and professional qualifications.

For application form and job specification please apply in writing enclosing a postage stamp and addressed envelope to the Personnel Officer, Lanchester Polytechnic, Priory Street, Coventry CV1 8E8 returnable by 9th February, 1979.

RIVA
RIVATURNKEY COMPUTER SYSTEMS LIMITED**BOLTON**
SENIOR PROGRAMMERS / ANALYSTS to £7000
PROGRAMMERS to £5000
(Plus relocation assistance)

Riva is a rapidly expanding Systems House specialising in all types of minicomputer systems, from large COBOL/Database commercial systems to mini/micro interface connection. We would like to meet programmers and analysts with a professional approach who want to get to the forefront of systems development.

Minimum requirement — 1 year outline experience. Languages — COBOL, FORTRAN, BASIC, Assembler. Location — BOLTON. Within easy reach of most of Manchester and South Lancashire.

Please ring MARION PEARSON
on BOLTON (0204) 384122
or write to:RIVATURNKEY COMPUTER SYSTEMS LTD.
Caroline House, 128 Bradnewgate,
Bolton BL2 1EA**FIETH**
SOFTWARE SERVICES LTD.**CLASSIFIED COPY**

All classified copy should reach our offices no later than 5.30 p.m. on the Monday preceding Thursday's publication. If complete artwork is supplied 12 noon on a Tuesday.

Ring David Abbey for further details on 01-261 8016.

OPERATORS

IBM OS	£5800
2 yrs. Experience required plus good ICL knowledge for the ICL 2903.	
IBM OS	£5700
SH/TE 1400/1600 with a minimum of 3 yrs. experience for the company.	
IBM DOS	£4000
This leisure company in Surrey requires operators with 1 yr. experience.	
IBM DOS	£5000
Sit. Operator required for this. Pays only W. London area. Good prospects.	
IBM SYS 3	£5800
Financial institution requires an operator with 6 months' experience.	
ICL 2900	£4700
Operator required for company moving to Bucks. 1 to 2 yrs. 19000 hrs.	
ICL 2900	£4300
Company in W. London requires operators with 12-18 months' experience some will require Good picks.	
ICL 1900	£4300
Operator with 2 yrs. Gcl experience required for site in Essex. 2 yrs.	
PDP DEC 10	£4300
Minimum of 6 months' experience required for this C. London site.	
UNIVAC	£4800
Operator/Sit. Operator required for the W. London company. Excellent prospects.	

DATA CONTROLLERS

All areas £3000-£5000

TARGA COMPUTER DIVISION

01-283 2751

LANCESTER POLYTECHNIC
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ANALYST PROGRAMMERS

MANCHESTER
£5,000 to £6,500+**THE JOB**

- Member in a team developing commercial and communication systems for microprocessors
- Opportunities for travel to Europe, Australia and America

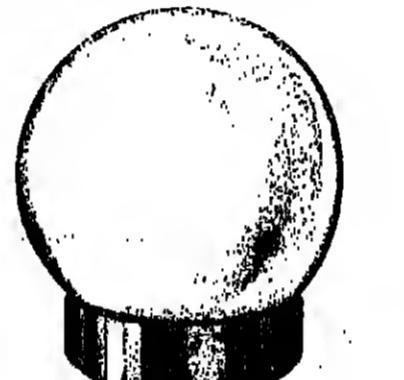
THE QUALIFICATIONS

- 2 years' in commercial small systems
- Some Assembler preferred
- Current Driving Licence an advantage

Please send C.V. or phone Oliver Cahn.



Statham House
Telbot Road
Stretford
MANCHESTER M32 0PP
Tel: 061-872 8671
Telex: 667518

SOFTWARE SERVICES LTD.**A New Year and Resolutions****Make a Resolution to come to Square One's Open Evening**

If you're a Programmer or an Analyst with a sound commercial background and are looking for a more challenging career, make a date to come along and have a beer with us and tell us what you can offer someone like you.

Monday, 29th January 1979, the date, 4.30 pm to 6.00 pm at the TMA, 100 Finsbury Square, London EC2M 7UH. In the place.

Don't miss it. Square One is a great company to work with.



Norfolk County Council

Norwich City College of Further & Higher Education

**LECTURER I in COMPUTING & D.P.
also
LECTURER I in MATHEMATICS**

Two graduates required from 1st April for general teaching duties up to HNC/HND level but specialist knowledge in particular field would be an added advantage.

Post MCS1: Computing and Data Processing including PCs plus some mathematics up to OND standard.

Post MCS2: Mathematics, ideally with some experience of computing at a lower level.

Salary will be in accordance with the Burnham Further Education Report — Lecturer I £3,182-£3,705.

Application forms and further particulars may be obtained by sending a large stamped addressed envelope to the Head of Administration, Norwich City College of Further & Higher Education, Ipswich Road, Norwich NR1 2JU. Completed forms should be returned within 14 days of the appearance of this advertisement.

PROGRAMMERS

MANCHESTER

THE DEPARTMENT

The Computer Installation is situated in Stratford in modern office accommodation, housing an ICL 1902T, 84K Mechina with 4 EDS 60's, 4 MT and communications equipment.

The current work of the Data Processing Department includes a wide range of commercial, financial and statistical applications. The on-line interrogation system is being enhanced and other new projects are planned.

THE PERSON

We are looking for an experienced Programmer who has been responsible for at least one system from feasibility study through to implementation.

Candidates must be familiar with Disc Processing and preferably ICL Software.

The person appointed must be able to communicate effectively with non-technical staff and senior management. They must also be able to handle the detail problems encountered in the writing of program specifications and the interactions between systems.

THE REWARDS

The starting salary is £3873 per annum rising to £4898 per annum (currently under review). There are the usual benefits of working for a progressive organisation, including 5 weeks holiday plus statutory holidays and luncheon vouchers.

Please write for an application form quoting reference DP/9 to the Personnel Manager, Distributive Industry Training Board, McLaren House, Talbot Road, Stratford, Manchester M32 0PF within the next SEVEN days.

SYSTEMS ANALYST

This new position is definitely for a person who is "going places".

We are looking for a well-educated person with at least three years' experience in a data processing environment. He/she should have a good knowledge of the design of systems and interface with users and the ability to read and comprehend complex program specifications. The successful candidate should also have the ability to communicate at all levels.

This appointment offers the opportunity to help develop existing systems and to introduce new ones and to become involved in worldwide information dissemination and retrieval.

Promotion to senior management could come rapidly for the right candidate and immediate rewards are high with benefits associated with a progressive company.

Please write with abridged curriculum vitae to:

A. M. Brooks
Data Processing Director
Derwent Publications Limited
128 Theobalds Road
London WC1X 8RP

Computer Operators & Trainee Computer Operators

The Central Electricity Generating Board has a number of vacancies for Computer Operators and Trainee Computer Operators at its Headquarters Computing Centre located at 85 Park Street, London SE1 9DY.

The computing equipment consists of:

- IBM System 370 Model 188K operating under MVT/ASP
- IBM System 370 Model 188/33 operating under MVS/JES
- IBM System 3032 will shortly be installed.

Both Model 188's have access to magnetic disc and tape subsystems and other peripheral devices. The installation also supports a large data transmission network of remote processors and terminals. The central computers are operational seven days a week and are manned by 5 shifts of operating staff.

Applicants for the post of Computer Operator must be over 18 years of age and should possess GCE 'O' levels or equivalent qualifications, together with at least one year's operating experience preferably in a large computer installation.

Consideration will also be given to those without experience for appointment as a Trainee Computer Operator.

The salaries for these positions will be dependent upon experience and will be within one of the following ranges:

COMPUTER OPERATOR
£3721-£4987 per annum inclusive
TRAINEE COMPUTER OPERATOR
£2820-£4081 per annum inclusive

Applications stating full relevant details and present salary to the Group Personnel Officer, C.E.G.B., Sudbury House, 15 Newgate Street, London EC1A 7AU, by 1 February 1979. Quarto Ref. CW/9

CENTRAL ELECTRICITY GENERATING BOARD,
HEADQUARTERS

CUSTOMER ENGINEERS & SENIOR CUSTOMER ENGINEERS

£5,000 to £8,000 + Car

Versatec, part of the Xerox Group, is a Californian based company supplying high technology electronic computer peripherals for scientific and commercial applications. Continued success requires further expansion. In our Engineering Department, we are therefore looking for engineers to complement our existing team.

Initially, training will be in the UK but applicants should be prepared to travel to Europe and to our manufacturing facility if required. The jobs, which involve both the installation and maintenance of modern electrostatic graphic sub-systems in the South West and South East, are both challenging and rewarding.

Applicants should be self motivated, and capable of working from home or a local office with the minimum of supervision.

Salaries are above average. Company cars are provided, and an incentive scheme and BUPA membership are amongst the benefits offered. Assistance with relocation will be provided if necessary.

Contact David Franklin for more details

VERSATEC
A XEROX COMPANY

Versatec, 27/35 London Road, Newbury, Berkshire. Telephone: Newbury (0635) 42421

Systems Group Head

An experienced Systems Group Head is sought to take charge of the Systems Group which maintains and develops internally generated systems, data and technical computer facilities for the computing centre.

The position is recently established in Hatfield, Hertfordshire, and the post holder will be required to lead a team of 10-12 people in the development of the company's own software products.

The post holder will be required to be experienced in software creation and maintenance, computer architecture and programming, and telecommunications experience.

An appointment will be made in the salary range £3,483-£6,565, grade II/III, plus £400 London Weighting Grade 1A. Full details and application forms can be obtained from the Personnel Officer, COLTEN, 1001 SUIT 370, 1001 Broadwick Street, London SW3 3TP. Information about the Computer